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CHEMIST AND DRUGGIST

OCTOBER 21 1967

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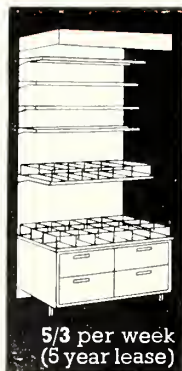
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CD/4/67



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**PRIZE-WINNERS used the
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—also most of the entrants. Here is what they say:

I cannot praise Marathon One-Way Nappies too highly. They have removed any worries I had of nappy rash. They are easy to wash and save a lot of work. Ian has always kept nice and dry.

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**Obviously every mother's way to a happy
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Marathon

The ORIGINAL ONE-WAY NAPPY



**Your profit on
highly effective Dulsils
throat lozenges**



52%
Dulsils Bonus Offer 12 for 9!
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HIGHLY EFFECTIVE for coughs and sore throats. The Dulsils formula is uniquely effective. It comprises 2 powerful bactericides: Dichlorobenzyl Alcohol and Amyl-metacresol, which kill all common sore throat germs within 1 minute; and Dextromethorphan, a strong cough suppressant. For really sore throats, recommend Dulsils, the really effective throat lozenges!

HEAVILY ADVERTISED! Dulsils advertising starts October 21st and runs right through the cough and sore throat season to March. Be ready for winter demand. Lay in stocks and showcards. Contact your wholesaler today.

GOOD TERMS! 12 Lozenge pack—your profit 15/8
 Packed: 1 doz Trade: 14/4 Retail: 2/10.

Lenbrook Laboratories Limited,
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MORE EFFICIENT THAN EVER
 with **PATENT HEAT REFLECTOR**
 Keeps shop windows clear of mist in all weathers.

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Packed in eye-catching cellophane-pack or colourful display-box. Elastic or taped legs. White, pink, blue, yellow. Small, medium, large, extra-large. Samples and Price-List. QUANTITY QUOTATIONS. (Mfr'd. by)

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Nothing acts faster than
ANADIN

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CD2

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'Tyrozets' are prescribed by doctors, recommended by pharmacists, and recognised by the public as the preparation which brings rapid relief of mild sore throats. In order to sell every vial at *maximum profit*, ensure your stocks are adequate for the coming winter.

'Sucrets'—the ever-popular, low priced, antiseptic throat lozenges are also available on bonus terms.

'Tyrozets' and 'Sucrets' are registered trademarks.

for chemists only



obtainable from
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IF YOU WERE ASKED TO NAME
THE PRODUCT WHICH IS:

1. THE DEFINITIVE TREATMENT
FOR RHEUMATIC SYMPTOMS.
2. THE UNDISPUTED PRESCRIPTION
MARKET LEADER IN THIS FIELD.

YOUR ANSWER WOULD PROBABLY
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CONTAINS
Ethyl Nicotinate 2%
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The retail price of the 30g. tube is 4/3 inc. P.T.

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Tetrahydrofurfuryl Salicylate 14%
Base..... to 100%



THE LLOYD'S PHARMACEUTICAL GROUP

NOW LLOYDS PREDICT THAT YOU
 HAVE ANOTHER "TRANSVASIN" IN YOUR
 HANDS WITH THE ORAL MEDICATION
BONJELA. THIS IS A NEW CONCEPT
 IN THE TREATMENT FOR ORAL LESIONS.
 BONJELA IS SO EFFECTIVE
 THAT IT IS VIRTUALLY CERTAIN TO
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 IN ITS FIELD.

Since it was introduced, Bonjela has enjoyed a phenomenal success. And as it has never been advertised to the public this success must spring from professional prescribing, and by word of mouth—the best proof possible of a really effective product. Bonjela promotes healing and provides remarkably rapid relief from pain—usually in a minute or two.

CONTAINS		Alc. (95%).....	39%
Choline Salicylate.....	8.7%	Menthol	0.057%
Cetalkonium Chloride.....	0.01%	Glycer.....	4.6%

The retail price of the 10gm. tube is 4/7 inc. P.T.



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Display and sell these preparations under YOUR NAME and BRAND...

We will design a Brand Mark for you—free of charge! Your own exclusive Symbol!

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11,014,000
read Woman



Each copy of Woman's Realm
is read by 5,769,000



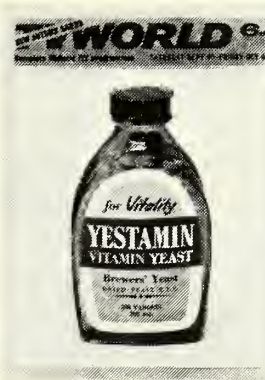
8,954,000
see Woman's Own



13,431,000
look at the Radio Times



The T.V. Times
gets to 4,339,000



The T.V. World
gets to 2,600,000

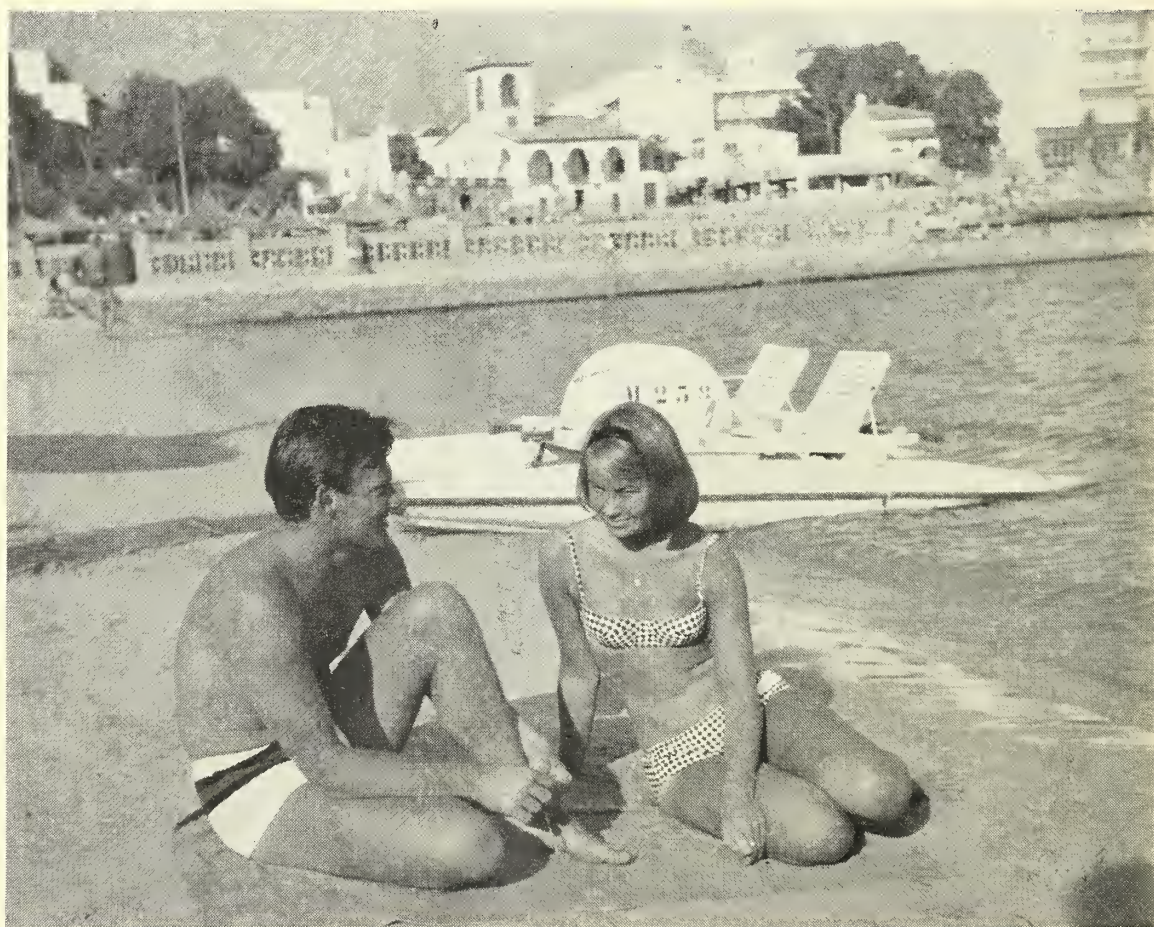
And we'll be sending out thousands of Susan Maughan Beauty Books

You stock it - we'll tell them !

YESTAMIN

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Win a fabulous holiday in the sun!



31 FREE B.E.A. HOLIDAYS MUST BE WON IN PHILIPS NEW PHOTOFLUX DEALER COMPETITION

Here's an exciting opportunity to increase your profits . . . and win a wonderful Holiday in the Sun for two. Enter Philips great new 'Spot the Holiday Spot' contest . . . it's fun, it's fascinating . . . and so easy to win! You just identify the names of well-known holiday places. That's all! And you, and a member of your family (or a friend), could be all set for the holiday of a lifetime in 1968!

STOCK UP NOW!

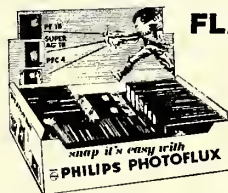
To qualify for entry in this superb competition, you must place an order for all or any of the special packs of Philips photoflux and projector lamps shown on this page. Then put them on display - and watch your sales soar! And remember! Philips Photoflux and projector lamps mean big profits - so you win either way!

SEE YOUR WHOLESALE OR PHILIPS REPRESENTATIVE FOR FULL DETAILS AND ENTRY FORMS FOR THIS EXCITING COMPETITION. (All prizes for TWO persons).

- 1st PRIZE** of 14 days in Cyprus and Greece with £100 spending money per couple.
- 2nd PRIZES** of 14 days in Greece with £50 spending money per couple.
- 3rd PRIZES** of 14 days in Venice with £50 spending money per couple.
- 4th PRIZES** of 14 days in Majorca with £30 spending money per couple.
- PLUS** 20 great consolation prizes. Long weekends (3 days) in Gibraltar, including trip to Tangier plus £10 spending money per couple.

With the exception of the consolation prizes, which must be taken during the period 9th-12th February, 1968, all the above prizes can be taken at any time in 1968.

ORDER THESE PROFIT-MAKERS NOW! *(And qualify for entry)*



FLASHPACK 4

Contains 140
Super AG1B,
15 PFC4
(60 flashes)
and 120 PF1B
flashbulbs.

PFC4 FLASHCUBE BOX

Contains
36 cubes



SUPER AG1B BOX

Contains 20 cartons
(200 bulbs)

PF1B BOX

Contains 20 cartons
(200 bulbs)



PROJECTOR LAMP PACK

Contains 8
of the
fastest-selling
projector lamps

10/- SURPRISE BONUS OFFER TO YOU!

There's a special offer on Philips Flashpack 4 that's worth 10/- to you . . . whether or not you win a prize in the competition!



PHILIPS

Philips Electrical Ltd., Century House,
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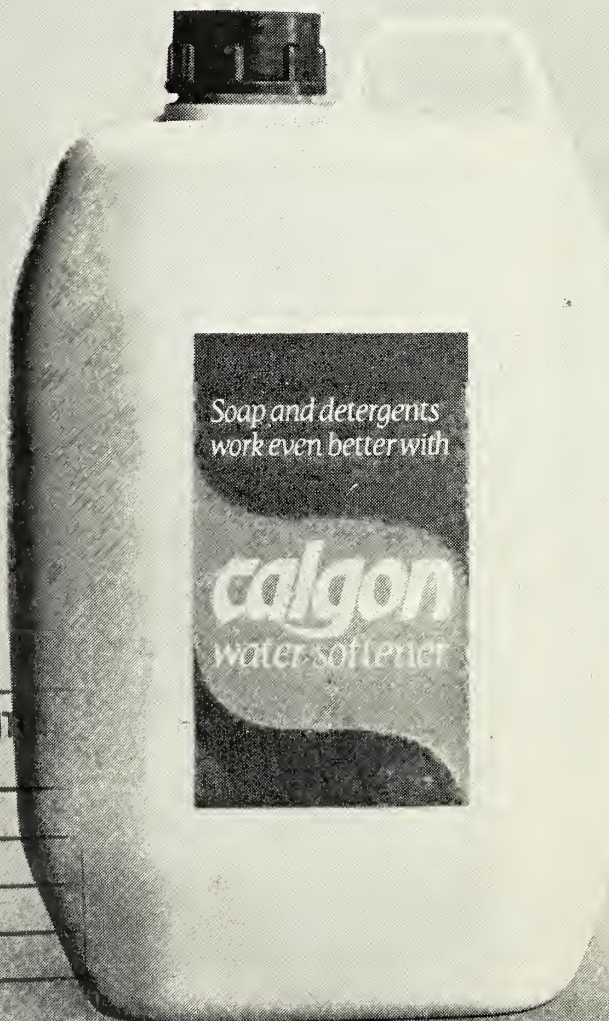
It's a soft sell at seven pounds

7 lbs of Calgon Water Softener in a brand new, easy to sell, economy pack. Neat new plastic container. Small enough to carry, large enough to hold a big supply of the world's top selling water softener.

Retail selling price? 21/-.

Now you can order Calgon in the 7 lb economy pack as well as the 12 oz, 2½ lb and 15 lb packs. It'll pay you. Sales keep climbing as more and more housewives discover just how good Calgon really is. And the biggest advertising campaign ever for Calgon will make sure sales increase and increase. Housewives all over the country will see new, eye-catching big space advertisements in The Daily Mirror, The People, Evening News, Daily Mail, Radio Times, Woman and Woman's Own. So if you're not already a stockist, write for details to:

ALBRIGHT & WILSON (MFG) LTD,
Domestic Sales Department,
1 Knightsbridge Green, London, S.W.1.



Calgon Water Softener-now in a new 7lb economy pack

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No.

Silcot sells on sight

because . . .

* Powerful advertising brings
new customers

* Top quality brings repeat sales

* Customers buy a good product
when they see it

Meet
the demand
for quality
with



Silcot
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CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY
and all sections of the drug, pharmaceutical,
fine chemical, cosmetics, and allied industries

*Official organ of the Pharmaceutical Society of Ireland
and of the Pharmaceutical Society of Northern Ireland*

Volume 188

October 21, 1967

No. 4575

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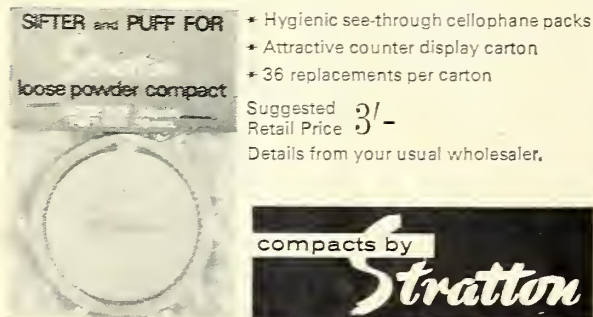
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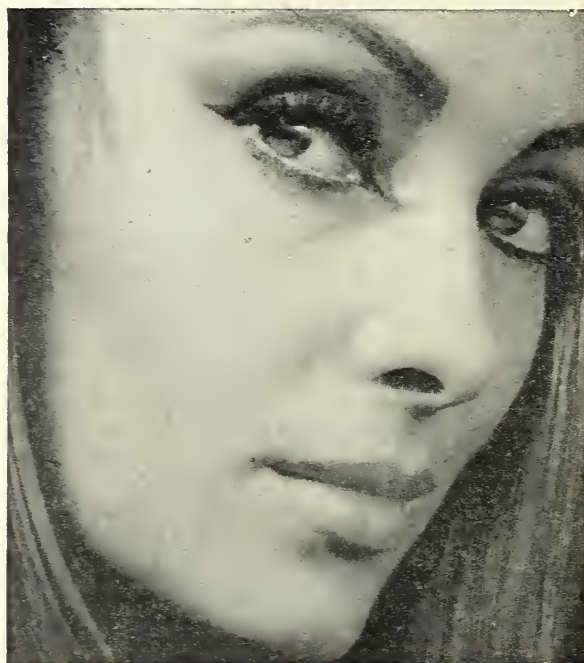


with Stratton's
new sifter
and puff pack

Stratton compacts last for years, but sifters and powder puffs wear out. So we've made sifter and puff replacement packs you can sell straight from the counter. Stock these profitable packs, for convertible or loose powder compacts, and give your customers yet another good reason for buying Stratton.



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**"the variations
are endless,
Mister Jones"**

Our Angela is no square when it comes to display techniques. She knows the fantastic range of framework combinations possible with the strong, easy-to-assemble Versi-Form system, for merchandise presentation, counters or other shop fixtures, benches, storage units and so on. She knows it is the only square tube equipment of its kind with a twist-lock for strength and rigidity; a complete system in three sizes: $\frac{1}{2}$ -inch tube, $\frac{3}{4}$ -inch and 1-inch, direct from stock and now with brand new accessories that make Versi-Form more versatile than ever. It comes from Versatile Fittings, leading producers of store fixture, display and construction equipment, including Versi-Fit, the Vizusell system, and Versi-Wall partitioning.

To: Versatile Fittings (WHS) Ltd, Bicester Rd, Aylesbury, Bucks
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Company _____

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C & D

CHEMIST AND DRUGGIST

Volume 188

OCTOBER 21, 1967

No. 4575

Hospital Pharmacies

MINISTER SPEAKS OF MODERNISATION

EXTENSION and modernisation of hospital pharmacies has become necessary as a natural corollary to advances in modern drug therapy, said the Minister of Health (Mr. Kenneth Robinson) on October 10.

Mr. Robinson was opening a new operating theatre suite and extensions to the out-patient and other departments at St. Helier Hospital, Carshalton, Surrey. There was, he said, a growing practice whereby patients received treatment in out-patient departments and returned home the same day and that threw a heavy load on the departments, which were having to be extended in many hospitals as a matter of priority. Mr. H. A. Leon (chairman, St. Helier Group Hospital Management Committee) said he wished he could have reported that the hospital had been able to staff the new pharmacy with the full recruitment of hospital pharmacists needed to run it. But the hospital was one-third understaffed and had to depend on outside chemists for out-patient dispensing. That was "very costly." After the opening ceremony, the Minister toured the theatres and departments. He was conducted round the pharmacy by the chief pharmacist (Mr. E. A. Cross), who explained to the Minister steps that had been taken to overcome shortages of staff. He particularly emphasised the value of the pre-packing activities of the department, and showed the Minister an investigation into ward stocks, at present in progress.

Purchase Tax

EXEMPTED DRUGS LIST EXTENDED

A NUMBER of new items became exempt from purchase tax from October 13 as a result of the issue by the Customs and Excise of the Purchase Tax (No. 5) Direction 1967. The Direction makes the addition and extensions to the entries contained in the Schedule to the Purchase Tax (No. 1) Order 1967 given below. [Proprietary equivalent in square brackets where known]:—

Added to HEAD 1: Solutions of 1-(3, 4, -dimethoxyphenyl)-1-dimethylamino-4-phenylbutane hydrochloride, prepared for veterinary purposes;

Added to HEAD II: Activated magnesium silicates mixed with neomycin sulphate [Expedil];

Metaclopramide hydrochloride [Maxolon];

Thiothixene [Navane];

The entry cetyl dimethylbenzylammonium chloride . . . is amended to cetyl dimethylbenzylammonium chloride mixed with one of the following substances, that is to say, amethocaine hydrochloride or benzocaine [AAA spray];

The entry dioctyl sodium sulphosuccinate . . . is amended to dioctyl sodium sulphosuccinate, whether or not mixed with one of the following substances, that is to say, bisacodyl or danthron;

Under HEAD III the entry 4', 5-dibromosalicylanilide mixed with . . . now reads: 3,4',5-Tribromosalicylanilide, whether or not mixed with 4',5-dibromosalicylanilide, prepared for veterinary use;

The Treasury will in due course be asked to make an Order which will give permanent statutory effect to this direction.

Antibiotics in Milk

ADVISORY COMMITTEE'S REPORT

AVAILABLE evidence indicates that no particular hazards arose from the use of "non-ethical" preparations freely available through "pharmaceutical stores", says the Milk and Milk Products Technical Advisory Committee in its report for the year ended March 31. Inquiries have been made as to the probable extent of the use of such products but it was not possible to obtain detailed information. The Committee is continuing to watch the pattern of distribution of "non-ethical" preparations with a view to detecting any variations in emphasis, either of distribution or of the drugs involved. Examination of drugs currently used in preparations for the treatment of mastitis, in relation to the modified triphenyltetrazolium chloride test used to detect antibiotic residues in milk, has led the Committee to decide that it is not at present necessary to consider extending testing arrangements to include tests for specific antibiotics other than penicillin. The Committee was "glad to note" a marked reduction in the proportion of milk supplies found

to contain inhibitory substances, since the introduction, in April 1966, of the price deduction scheme for milk found to contain antibiotic residues.

Dispensing by Doctors

RURAL PRACTITIONER'S VIEW

ANOTHER defence of doctors' dispensing is contained in an article on rural practice by Dr. A. Allibone, a general practitioner in East Anglia. Writing in the current issue of *B.M.A. News* he says: "Dispensing I regard not merely as a form of income but far more as an absolute essential service to our patients. Counting out the pills and dispensing from stock solutions and preparations may seem a routine chore and it takes no particular training. But it is part of the comprehensive family doctor service which the rural patient has come to expect and value. Whatever may be said by the pharmacist, does the child of the city dweller arrive at her doctor's house, either in or out of surgery, and, within a few moments, go home carrying the appropriate remedy?"

Roof Off in Gale

DAMAGE AT BRIGHTON WHOLESALE HIGH winds on the morning of October 17 blew a 100 x 60 ft. section roof from the warehouse of R. A. Cripps & Son, Ltd., 45 Franklin Road, Port-



OPEN TO THE ELEMENTS: Part of the roofless warehouse of R. A. Cripps & Son, Ltd., after storm damage.

slade, Brighton, Sussex. The force of the wind snapped through 2 x 4 in. concrete girders supporting the roof leaving almost one-quarter of the total area exposed to the weather. The event occurred at 7.35 a.m. and there were no casualties. A company spokesman estimated damage at £5,000-£6,000, which could be much higher if rain came before a temporary covering could be secured. The company was maintaining its service for ethical products "so far as possible" and hoped to resume deliveries of proprietary preparations by Thursday morning at the latest.

Research Expenditure

UNITED STATES LEAD

THE United States spends three times as much on research and development (R. and D.), at official exchange rates, as West European O.E.C.D. countries and six times as much as the European Common Market. Although the difference in the numbers of scientists, engineers and technicians employed in R. and D. is less marked. Those findings are revealed in the "Overall Level and Structure of R. and D. efforts in O.E.C.D. Member Countries" — the first report, now published, on the O.E.C.D.'s international statistical year survey. Relating in the main to the years 1963 and 1964, the survey shows that the United States gross national expenditure totals \$21,075 million in absolute terms. Among other large industrial nations, the United Kingdom, whose figures relate to 1964-65, ranks second with \$2,160 million, followed by Germany and France. Comparing effort as a percentage of gross national product at market price, the survey

shows that the United States spends 3.4 per cent., United Kingdom 2.3 per cent. and the Netherlands 2 per cent. On manpower devoted to R. and D. the survey calculates that the U.S. employs a full-time equivalent of nearly 700,000 scientists, engineers and technicians and the U.K. 160,000.

P.A.T.A. Council

ELECTION FOR 1968

FOR the year 1968, twelve seats on the council of the Proprietary Articles Trade Association are open for election. Members of the council who retire are:— *Manufacturer's section:* Allen & Hanburys, Ltd., Dendron Distributors, Ltd., Elliman, Sons & Co., Ltd., Parke, Davis and Co. *Wholesale section:* Bleasdale, Ltd., Hall, Forster & Co., Ltd., Jaynox, Ltd., Smith & Hill (Chemists), Ltd. *Retail section:* Messrs. J. C. Bloomfield, D. J. Crawford, J. E. H. Edwards, G. E. Morgan. All are eligible for re-election and have intimated their willingness to stand. It is open to members of the manufacturers', wholesale and retail sections of the P.A.T.A. to nominate candidates for the vacancies in their respective sections. Nominations will be received by the secretary, at Premier House, 150 Southampton Row, London, W.C.1, up to and including November 6.

Hoists and Lifts

DRAFT STATUTORY REQUIREMENTS

DRAFT regulations that would impose requirements as to the construction, maintenance and examination of hoists and lifts, have been issued by the Ministry of Labour (The Offices, Shops

and Railway Premises (Hoists and Lifts) Regulations 1967, H.M. Stationery Office, price one shilling). They would also require liftways to be enclosed and the provision of gates fitted with devices for securing that the gates cannot be opened unless a lift is at the landing and that a lift cannot be moved away from the landing until the gates are closed. Lifts would also have to be marked with their maximum safe working load.

IRISH NEWS

THE REPUBLIC

Ballyfermot Dispensary

PHARMACY STAFF INCREASE

DELAYS experienced by patients at Ballyfermot, Dublin dispensary, have been attributed by the secretary of Dublin Health Authority (Mr. R. N. Lamb) to the fact that six or seven doctors are prescribing for people while only two pharmacists are available to compound prescriptions. He told a meeting of the Authority on October 5 that it was intended to employ extra pharmacists and to encourage people to leave their prescriptions for afternoon collection. It was also intended to set up all-day pharmacies in certain selected areas.

Drug Exports

A FAST-GROWING COMMODITY

PHARMACEUTICALS provide one of the fastest growing of all Irish export product groups according to the Irish Export Board's annual report for 1966. In both 1963 and 1964 exports in that bracket were worth between £500,000 and £600,000, but, backed by new production capacity which came into operation in each of the last two years, the industry's exports jumped to £3.6 millions in 1965 and to £5.4 m. in 1966. Antibiotics accounted for £736,000 in 1965 and £1.7 m. in 1966; other pharmaceutical products were up from £2.8 m. to £3.7 m. The main markets were the U.S., taking antibiotics worth £1.2 m. in 1966, and Britain and Northern Ireland where sales of antibiotics were valued at £224,000 and other pharmaceuticals at £822,000. Exports also went to a variety of other markets including Germany, France, Belgium, Sweden, Canada, Panama, Argentina, the Philippines and South Vietnam. Export sales of other chemicals increased from £1.2 m. to £1.4 m. The principal constituents in 1966 were organic chemicals, £279,000; manufactured fertilisers, which at £242,000 were up by £95,000 on 1965 following increases in the country's production capacity; plastic materials, £227,000 and essential oils and perfumery materials, etc., £218,000.

IRISH BREVITIES

THE REPUBLIC

MR. M. Martin has resigned as president of the Irish Pharmaceutical and Medical Representatives' Association "for personal reasons" and has been replaced by Mr. T. MacG. Riogh, formerly secretary, whose post has now been taken over by Mr. E. J. Bodkin.

ONCOST CUT FOR NEW CONTRACTORS

Ministry replies to protest

BURTON - ON - TRENT Executive Council has received a reply from the Ministry of Health to a protest against the treatment of new contractors in the reduction in oncost of chemist contractors made earlier this year. The matter was raised at the September meeting of the Council by Mr. J. Parry (secretary of the local Pharmaceutical Committee) who felt it "grossly unfair" that contractors who had in no way participated in the overpayment should have their remuneration reduced. The Ministry's reply said it appeared that the Local Pharmaceutical Committee's reaction was that new contractors should repay money paid to someone else, but that was not quite accurate. "The aim of the Ministry and the Chemist Contractors Committee is that payments should repay chemists as a whole all the costs attributable to their National Health Service dispensing work (including, of course, a fair share of general expenses, and including also a "notional salary" for the pharmacist if he is self-employed) and provide a margin representing a fair profit per prescription." They could not hope to find rates that would achieve this for each individual pharmacist and leave him, after meeting all his expenses with the same agreed rate of profit per prescription.

"The Minister cannot make an in-

dividual bargain with individual shops; he can only try to agree with the chemists' representatives a rate which is fair for chemists as a whole. The trouble is that it is a difficult business to find what is the average level of expenses at a particular time; the apportionment of expenses between the pharmaceutical and the other side of the business is a particularly complicated operation, and by the time a statistically valid figure has been achieved it is already out of date."

No Fairer Way

After outlining the procedure for determining remuneration and giving reasons for the cut the letter concludes: "It may be thought that the procedures outlined above are complicated or artificial, but it is doubtful whether a fairer way of settling these important questions could be found. There is no question of individual businesses being overpaid or underpaid — all are paid the rates which form part of the contract with the Executive Council, and what net profit each is able to secure is the concern of the contractor. The question of excess — or deficit — payment only arises between the Minister and the profession as a whole." The Executive Council have now forwarded their complaint to the Pharmaceutical Society.

NEWS IN BRIEF

THE Federation of Wholesale Organisations has made representations to the Ministry of Labour that the wholesale trade should be adequately represented on the distributive industry training board.

HERTFORDSHIRE Pharmaceutical Committee is sending a circular to all chemist contractors in its area seeking views on whether there is general approval for a five-day-opening week and if so, what are the preferred times of closing.

THE Ministry of Health has issued a memorandum asking hospital boards and committees to keep the Ministry informed of all inventions that hospital service employees have made, or helped to make. The memorandum gives guidance on patent applications for such inventions.

A FIVE-DAY course for post-graduate pharmacists has been arranged by the South-eastern Scottish Regional Hospital Board. Its programme is designed to inform pharmacists of the general background of the National Health Service, hospital pharmacy practice and future developments in hospital pharmacy.

A 195-p. technical bulletin (No. 14) on soil potassium and magnesium has been published by the Ministry of Agriculture, Fisheries and Food. It is a record of papers and discussions at a conference held in October 1963 to discuss the effects of those elements on crop production and herbage composition. The bulletin is priced at 40s. (by post 41s. 1d.).

ORGANISATION of quality control of pharmaceutical preparations was among subjects discussed by sub-committee B of the Regional Committee of the World Health Organisation for the Eastern Mediterranean in Geneva on October 9 and 10. Chairman was Dr. P. Dill-Russell (medical adviser, Ministry for Overseas Development, London).

SPORT

GOLF

EDINBURGH CHEMISTS' GOLF CLUB. A team headed by J. McCaig (captain) beat a team representing Lothian Meat Trade by 5½ to 4½ in their annual match at Dulmahoy golf club, Ratho, Newbridge, Midlothian, recently.

MANCHESTER PHARMACEUTICAL GOLFING SOCIETY. The *Captain's prize*, played for at Pleasington golf club on September 27, was won by Dr. Gourley. Second was Mr. B. Jenkins. The August fixture at Ormskirk having been cancelled owing to "torrential" rain, the competition for the *Robinson & Sons prize* was decided over Romiley golf club on October 11. *Results*: 1, Dr. Doohan and B. Jenkins; 2, T. Williams and R. Fairclough.

SOUTH LONDON AND SURREY PHARMACISTS' GOLFING SOCIETY. The Society's final meeting for 1967 was held at Addington golf club, Croydon, on October 4. A Stableford competition in the afternoon was followed by a dinner at the club house in the evening. Thirty members were present. *Results*: *Cupal prize*, 1, E. S. Jobling (Gerrards Cross), 35 points; 2, Marsden-Lewis (Shirley Park), 35 points; 3, S. M. Hutchinson (Royal Blackheath), 34 points; 4, H. Duckering (Beeston Fields, Notts), 30 points. *Best score on first nine holes*, H. Southcott (Royal Blackheath). *Best score on last nine holes*, R. Hedges (Langley Park).

TOPICAL REFLECTIONS

By Xrayser

Rostrevor

Rostrevor, as the guide-book observes (and as I know from personal experience), is a beautifully situated small seaside resort which lies at the foot of the Mourne mountains. It seems to have provided ideal conditions for a clear and comprehensive appraisal of pharmacy as practised in these islands for, although there may be differences in detail, the general picture of the profession as discussed at the annual conference of the Ulster Chemists' Association is quite recognisable on this side of the Irish Sea. We are, as the debate illustrated with clarity, nearing a point at which decisions affecting our whole future must be taken. The motion before the members read: "That this meeting considers that the future of general-practice pharmacy lies in the development of the professional part of the business to the exclusion of the commercial part." To be thoroughly realistic it might have been better to have said the *ultimate* exclusion, for such a programme must necessarily be one of phased planning. Nevertheless, I endorse the views expressed (p. 361) by Messrs. A. W. Kernahan and J. C. Wellwood. Mr. Kernahan showed that he is both an idealist and a realist. It is unfortunately true that retail pharmacy is being subjected to greater pressures, and that the abolition of resale price maintenance will in time erode very seriously that side of the business which is open to the big stores and the supermarkets. There were two letters in your correspondence columns last week that recognised the trend, and the situation will not end there. There is, therefore, the soundest possible economic argument for developing the professional side of pharmacy and before it is too late, deciding the direction in which we should travel.

The Degree

It is inevitable that the university degree in pharmacy will have an effect on the outlook of those who graduate. Mr. Kernahan was right in that too. And the day has already arrived when those of degree standard look first at the opportunities offered to make the best use of their hard-won skill and knowledge. General practice pharmacy will simply have to display a more positive professional approach if it is to survive in terms of man-power. It is all very well to compare the sale of a camera and projector to the value of £120 with the volume of sales required to bring in that sum for codeine tablets. And it may be a matter of self-satisfaction in a material sense to sell Parker pens to the tune of £325, as Mr. Knox said, and to ask oneself how many boxes of ointment such a sale represents. But the point is that one does not have to gain a degree in pharmacy to buy and sell cameras or pens. Nevertheless, Mr. Knox was not opposed to the enhancing of the professional side, maintaining that a highly successful business could be built up by combining the professional and commercial aspects. Much, I feel, depends on the yardstick used to measure success, but if I were qualifying today with the extensive knowledge now required of me I should take as poor a view of selling fountain pens as I did the action of qualified men who were compelled, nearly forty years ago, and for vastly different reasons, to try to sell vacuum cleaners by house-to-house call. Mr. Kernahan's argument, on economic grounds alone, was the more convincing, and had I been present and voting he would have had his majority.

Strange Argument

Mr. Knox, at Rostrevor, quoted from a recent pamphlet of the Association of the British Pharmaceutical Industry some figures of the nation's spending. Each person spent per day, to cite only two of the amounts mentioned, 70d. on food and only 2d. on medicines. To me, the facts are quite irrelevant. Food is taken three or four times a day when we are well and medicine perhaps the same number of times when we are ill. It would be a singularly unhealthy nation if the figures were reversed. A better comparison would have been between the cost of food to the healthy individual and that of medicine to an invalid.

Spotlight on Chemists' Remuneration

PUBLIC ACCOUNTS COMMITTEE URGES REVIEW

"IS fivepence-halfpenny for profit per National Health Service prescription still justifiable in the light that chemists apparently have got £1 million more than expected?" That was one of the questions put by the chairman (MR. J. BOYD CARPENTER) to Sir Arnold France (Permanent Secretary of the Ministry of Health,) during his evidence to the Committee of Public Accounts on March 16.

SIR ARNOLD replied that chemists were, of course, doing more work—20 to 25 per cent. more work—and it was perhaps not unreasonable that they should get a bigger cash return. "They are doing the work more efficiently and we are getting the benefit of that through the lower rate of oncost. But we do think that there is a case in principle for sharing the benefits of improved productivity, at least sharing them between the Exchequer and the chemists, and we shall want, when we come to our new negotiations at the conclusion of this current factual inquiry, to raise with them the question whether a lower target than the fivepence-halfpenny would not be appropriate from January 1 of this year. They, of course, will argue that the increased productivity has itself led them into extra expense. They have had to find the money to increase stock, of course, and some of the big establishments have told us they have had to reorganise and mechanise to some considerable extent to achieve this result and, no doubt, they will say that the fivepence-halfpenny itself has been eroded by inflation since it was first fixed. I think we shall have to consider in negotiation what weight ought to be attached to all these various factors, but whether fivepence-halfpenny remains the right rate of profit margin is certainly one of the elements we shall want to bring into the negotiation with them."

Arguments on the Other Side

Pressed further on the point by the CHAIRMAN, SIR ARNOLD said the figure might well be too large but he thought the chemists would produce arguments on the other side. Asked by the CHAIRMAN whether he would feel confident to come to the Committee next year with the figure fivepence-halfpenny still standing SIR ARNOLD replied, "If the fivepence-halfpenny figure is still standing next year I shall hope to have very good reasons to explain why it is still standing."

In reply to a question by SIR JOHN VAUGHAN-MORGAN on the effect of selective employment tax, SIR ARNOLD pointed out that in the case of hospital pharmacists the tax was refunded but in N.H. dispensing by pharmacists the tax was taken into account as part of their costs. The individual pharmacist who was able to economise in labour gained by doing so.

Earlier, Sir Arnold had explained why the Ministry had reverted to a flat rate of oncost and abandoned the sliding scale. The differential system, he

said, had tended to "feather-bed" the man with high costs. That was fair enough where the services were essential, he said, but we have "come to the conclusion that there are probably more contractors in the towns than necessary." Rural pharmacies giving essential service had been safeguarded, at no extra cost to the Exchequer, by making extra payments on a selective basis to offset their high costs.

In the past two or three years the number of shops had fallen by 200 to 300. Broadly the aim was to get the small high-cost man out of the picture so that they did not lead to higher remuneration being paid to all. Sir Arnold described the "high-cost small men" as not being small men in the ordinary sense, they were simply firms doing a small amount of N.H.S. business and many were shops with a large retail trade.

"Are you satisfied that the decline in the number of chemists has not in any way prejudiced the service to the consumer?" asked SIR JOHN VAUGHAN-MORGAN. SIR ARNOLD replied that in general the Ministry was satisfied that it had not led to any real hardship.

MR. F. HOOLEY questioned the basis on which the remuneration was calculated because it varied according to the cost of the drugs themselves.

Less Weight on Oncost

SIR ARNOLD replied that one of the features which had satisfied the Ministry about the new arrangement was that more weight was put on the dispensing fee and less on the oncost. However, as the oncost did vary with the cost of ingredients there was some element of inflation on that part of the remuneration.

MR. HOOLEY: Has any scheme been thought of for paying a fixed salary to the approved chemists and then simply repaying the actual costs of drugs?

SIR ARNOLD: This would involve paying each shop separately amounts based on the amount of N.H.S. business they do. We have not, in fact, followed that up at all because it would mean a tremendous increase in our own staff to enable us to do it.

"But if you had a fixed fee per dispenser, as it were, would this not give you a more accurate cost than appears here?" — It would, of course, be possible to put more weight on the dispensing fee and less on the percentage oncost or vice versa. SIR ARNOLD added that there was some advantage in having a certain element of both, because the actual overheads did in fact vary to some extent with ingredient cost, and the mere carrying of stock, and so on, was something that varied with ingredient cost. So it was not unreasonable to suggest that there should be an element of both.

THE CHAIRMAN then questioned Sir Arnold on the adjustment in remuneration, which he suggested had been made "rather slowly." SIR ARNOLD told the Committee that in the ordinary way the out-turn for 1965 would have

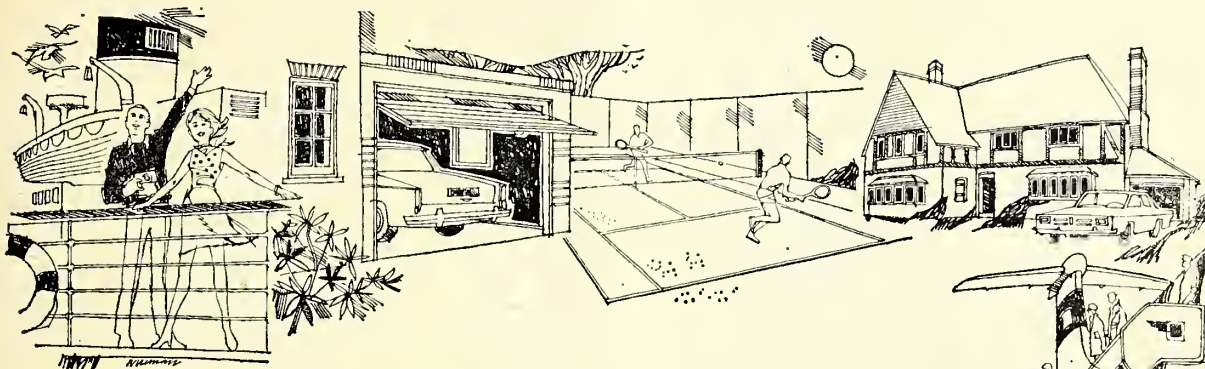
been drawn up well on in 1966, but because the Ministry thought things might well be going badly awry as a result of the increase in prescription numbers, they made a provisional investigation of the indices and told the chemists in November 1965 that they thought there was likely to be a substantial overpayment. They suggested there should be an early reduction in fees to avoid the embarrassment of any big accumulated excess which would have to be reclaimed later.

"Idle Time" Factors

The chemists had replied that it was not really possible to make a reliable projection in the way the Ministry had done; secondly, there was the question of idle time. The Ministry's argument that idle time would first of all be used up to deal with the extra trade was, the chemists claimed, wrong and the waiting time between customers was, in fact, virtually constant; it was imposed by the rhythm of the day on their work, and so on. Sir Arnold continued "Finally, they said that the agreed profit of fivepence-halfpenny ought to be increased by 3.5 per cent., which was at that time the norm for remuneration increases, and they claimed to have been underpaid by something over £1m. in the years 1964 and 1965. For well over two months we had some exchanges about this and particularly on the question of idle time, and by March they were suggesting that as neither of us had any real evidence about this the right course was to wait for the results of the activity sampling exercise for the 1966 inquiry, which was then expected to be carried out in May, and we thought we could not reasonably refuse to wait for something which was then due within a couple of months or so." Although the process did take some time it was because the claim that there was an excess was challenged and the Ministry had to await the analysis and the evidence. Furthermore "one had to remember that in 1961 we imposed cuts on them by which, with hindsight, we found we had been under-remunerating them for a considerable time and we had to make considerable adjustments . . . One did not want to repeat this," said Sir Arnold.

"When will the excess payment be finally corrected?" asked THE CHAIRMAN. "That is very difficult to say because to some extent it depends on the information that will come out of this new inquiry that is now being made. If the costs are shown by this inquiry to be a good deal higher, then the recovery will be that much quicker. If they are shown to be lower, we shall have to make some further adjustment and, indeed, we have given warning that we may need an early interim cut in order to bring about our recovery in a reasonable time."

The evidence is contained in the third, fourth and fifth reports from the Committee of Public Accounts (H.M. Stationery Office, price 56s.).



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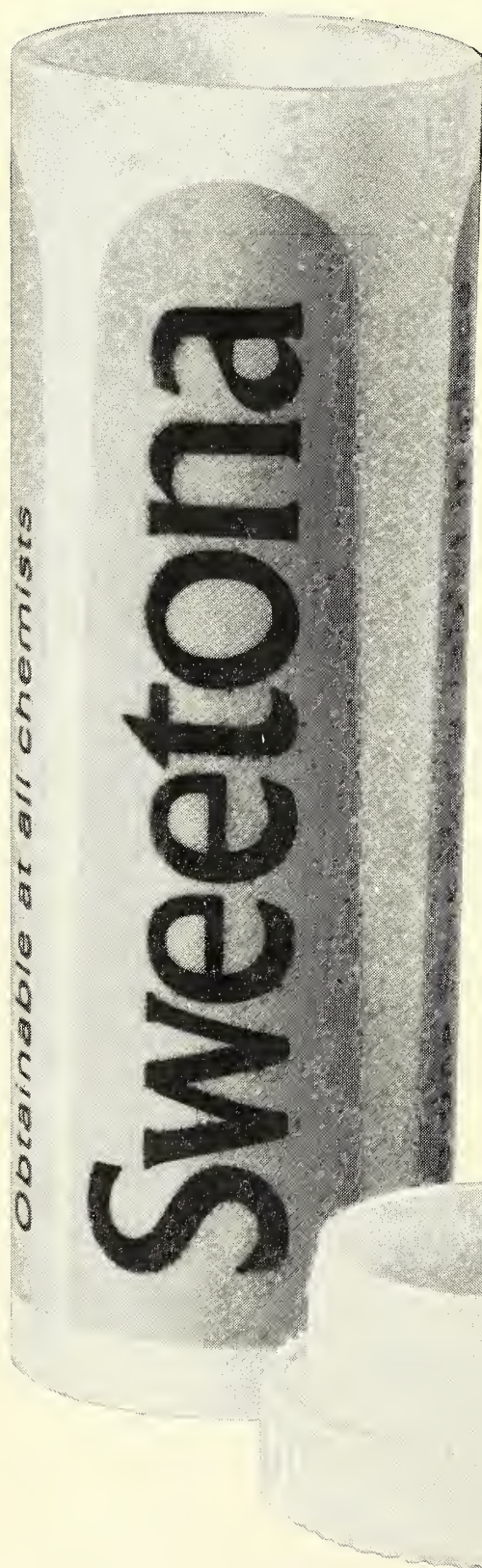
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General Practice Pharmacy

A STATEMENT OF NATIONAL PHARMACEUTICAL UNION POLICY

A REPORT by the National Pharmaceutical Union's General Practice Advisory Committee on the future developments of general practice pharmacy has been distributed to members of the Union. The report states that the Executive Committee of the N.P.U. is in favour of the principle of the planned distribution of pharmacies but reserves the right to comment upon any suggested methods of achieving it. There is at present little indication that legislation to limit or plan the distribution of pharmacies is likely in the near future, "but if it is introduced, the situation will alter" and the report will need revision. It is realistic to examine the position "in the light of conditions as they are and as they are likely to continue for the time being."

General Support for Society's Policy

In general, the Executive supports the approach of the Pharmaceutical Society of Great Britain, as stated in paragraph 19 of the Report of the Committee on the General Practice of Pharmacy (which can be taken as describing the "traditional" pharmacy). To define absolutely the range of goods that should be stocked in a pharmacy is, however, virtually impossible. The report warns that, in the traditional pharmacy, it is important to give careful attention to layout. It declares that "All sales of medicines must be controlled from a counter," though it considers that self-selection techniques can with advantage be applied to many of the ranges of goods, other than medicines, that are detailed in paragraph 19. The report stresses that it is important for pharmacy premises to be bright, modern and inviting, and that full use should be made of modern merchandising techniques where applicable. An appendix includes a layout drawing for the guidance of owner pharmacists contemplating modernisation. Because it is considered important that pharmacies should continue to provide a service in town and city-centre positions, it may be that other ranges of goods will have to be stocked in the same building or, alternatively, that another retail establishment might have to be associated with the pharmacy. Where traditional pharmacy is the main part of the business there should be clear segregation of "non-traditional" stocks. Where, on the other hand, the pharmacy is a small part of a much larger retail establishment, the traditional pharmacy should have separate access direct from the street and should be clearly distinct from the rest of the establishment. Restricted titles should only be used on that part of the premises bounded by the frontage of the pharmacy. If there is access from the pharmacy to the remainder of the establishment it should be capable of being closed, so that the pharmacy can stay open when the rest of the establishment is closed, and so be able to play its full part in any rota arrangements. It is considered important that

the pharmacy in a rural or semi-rural area should, as in all other areas, be the recognised source of supply of medicines. In such cases there must be a clear segregation of goods so that it is apparent that medicines are treated in quite a different manner from the remainder of the stock. Departments such as sub-post offices, and stationery counters should be clearly segregated.

In rural areas with a low population density, arrangements should be made by an appropriate body (in most cases the Local Pharmaceutical Committee) for the collection and delivery of prescriptions. Ideally the points at which prescriptions are collected should be free from any association with the supply of medicines.

If there is more than one pharmacy to which prescriptions from a collection point area might go, all the pharmacies should have the opportunity of taking part in the scheme in rotation. Pharmacists who take part in such arrangements should pay special attention to the labelling and packing of the dispensed medicines, so as to ensure correct delivery and that any instructions or warnings that would normally be given verbally in the pharmacy are conveyed to the patient. The report considers the pharmacy to be a national source of information for members of the public on medicinal and social services and states there should be full co-operation on such matters, with provision for the dissemination of information by the display of notices and the distribution of official booklets and leaflets.

Under the heading "Technical Information of the Doctors," the Committee considered that the following kinds of information should be available:—

- Details of all dosage forms and strengths of a particular medicine.
- Side-effects of named drugs.
- Incompatibilities in drug usage
- Alternatives to a drug contraindicated in treating a particular patient.
- Assessment of new drugs.

It is considered important that the pharmacist in general practice should keep up-to-date information of all drugs and medicines in current use.

Responsibility for Adequate Service

Paragraph 5 of the report deals with pharmaceutical service, and states that it is the responsibility of pharmacists to see that an adequate pharmaceutical service is provided in every area, the pharmacist accepting the responsibility of supplying medicines where and when they are needed and wherever such supply is practicable. "The acceptance of that principle does not mean that a 24-hour service has to be provided from any one pharmacy in the area.

The pharmacist must be seen to be, and be recognised as being, in complete control of the professional side of the business and, where any comment is necessary on a medicine, either because the pharmacist knows from experience that such comment is required or be-

cause the patient asks for advice, the comment should be made by the pharmacist.

In addition the pharmacist must exercise full control over other aspects of the business, such as its appearance and the type of displays.

Place of Merchandising Schemes

Although modern merchandising techniques, such as sales-promotion schemes, may be used in sections of the business other than the medicinal section, care must be taken that the general appearance of the premises is not adversely affected by what is done in those sections. It is the pharmacist's responsibility to ensure that the law is observed during his absence for short periods, and arrangements should be put into operation to ensure that all the assistants in the pharmacy (including those who sell at the medicine counter only at lunch-time) know which counter products may not be sold during the pharmacist's absence and also know that no medicines may be dispensed during that time. The Committee believes it is probable that expansion of the business, and therefore its economic viability, will come from expanding other sections of the business in the traditional pharmacy—for example, the cosmetic and photographic sections. In the United Kingdom, with health services available to all, the professional side of a pharmacy, so far as it concerns the dispensing of prescriptions, is highly vulnerable to Government activity. That must be recognised and accepted, and pharmacy businesses must be developed to take that fact into account.

For a pharmacist to neglect the counter side of his business might lead to a situation in which the dispensing side accounted for so high a proportion of total turnover that any factor adversely affecting the dispensing side would vitally affect the economic strength of the business.

Because of the shortening working week in industry, in offices and in other sectors of distribution, the recruitment of staff of a suitable calibre for general-practice pharmacy is already difficult. It will become more and more difficult unless much greater efforts are made to co-operate at local level with other pharmacies. Co-operation may extend to the phasing of business hours (early closing days, whole-day closing, etc) so as to make it possible for the working week for assistants in retail pharmacy to be reduced where it is above the local level, while maintaining the provision of an adequate pharmaceutical service in the area. All such arrangements should, of course, be made in consultation with the Local Pharmaceutical Committee.

In a letter accompanying the report Mr. J. Wright (secretary, N.P.U.) states that, in preparing the final draft, the comments and criticism of the Council of the Pharmaceutical Society were taken into consideration.

Northern Ireland Statutory Committee

A NAME TO BE REMOVED FROM THE REGISTER

THE Statutory Committee of the Pharmaceutical Society of Northern Ireland has directed that the name of Mr. Augustine O'Brien, 18 Market Street, Limavady, co. Londonderry, shall be removed from the register of Pharmaceutical Chemists in Ulster. Mr. O'Brien has three months in which to appeal to the High Court before the direction takes effect.

Mr. O'Brien appeared before the Committee on October 6.

Mr. W. B. RANKIN (solicitor), presenting the case to the Committee, said that the inquiry followed the conviction of Mr. O'Brien at Limavady magistrates' court, on April 25, on seventeen different charges. He had been convicted on each of the charges and fined £10 on each, with £10 12s. costs in some cases and £10 8s. costs in others. The offences involved the illegal sale of 11,440 Dexedrine tablets for which Mr. O'Brien could not produce prescriptions. The seventeenth conviction was for a breach of the provisions of Section 27 of the Pharmacy and Poisons Act, 1945, in that the poison was sold without being labelled as required by that section.

Inspector's Report

MR. J. N. PATTERSON (pharmacy inspector, Ministry of Home Affairs), told the inquiry that the investigations had started in October 1966 when he had interviewed a general practitioner who had been called to see a patient under the influence of drugs. The doctor had taken possession of 290 Dexedrine tablets and ninety-three Soneryl tablets which the woman told her sister had been obtained from Mr. O'Brien. The following day the patient had been admitted to Purdysburn Hospital, Dexedrine tablets being found in her possession. The hospital doctor thought that she must have been taking twelve or more tablets per day for a long period.

Mr. Patterson said he visited O'Brien's shop on October 25, 1966, accompanied by a police officer who told him that the woman had made a statement that she had purchased a large quantity of Dexedrine tablets from him without a medical prescription on October 1, 1966. Mr. O'Brien had said he knew the woman and that she had visited his shop on that day but she had only purchased toilet articles. Asked if he had ever supplied the woman with Dexedrine tablets he had said that over the past nine months he had dispensed a private prescription for her for Dexedrine tablets about four times. The prescription had been written by a co. Donegal doctor, but he could not remember the name of the doctor or his address. The prescription should have been retained by Mr. O'Brien and could only be repeated if the doctor gave such a direction. There was no record of it in the prescription book, said Mr. Patterson. Mr. Patterson said he had asked Mr. O'Brien if he had any Dexedrine tablets in stock and had been shown one full tin containing 1,000 tablets and an opened tin containing approximately

250 tablets. Mr. O'Brien had said he purchased about 1,000 Dexedrine tablets per month from wholesale chemists. Inquiries with all wholesalers had shown that, during the period October 1, 1965, to October 31, 1966, Mr. O'Brien had obtained 18,100 from three companies. Information requested from the Northern Ireland General Health Services Board showed that he had dispensed 531 Dexedrine tablets during that period on the authority of General Health Services prescriptions.

On November 1, 1966, Mr. Patterson had seen the woman patient at Purdysburn hospital and told her that he had in his possession a tin containing 290 Dexedrine tablets that her sister had taken from her. She had told him she got them from a chemist but would not name him. She said she had never had a prescription for Dexedrine tablets dispensed by Mr. O'Brien at any time. In answer to Mr. O'Brien's counsel (Mr. D. BOAL), Mr. Patterson said the number of Dexedrine tablets purchases was greater than the average for that size of business. No explanation that tablets became unusable through deterioration had ever been put forward.

MR. BOAL said his client not only admitted the convictions but also the substance of the convictions. He had not been in trouble with the Pharmaceutical Society before and was held in high esteem in the community in which he lived. Mr. O'Brien, he said, had supplied a nurse with an appetite-sup-

pressing drug on presentation of a prescription. Later she had told him the drug did not appear to do her much good and asked if there was anything else. He had supplied her with Dexedrine and as time went on she got more and more Dexedrine tablets. Mr. Boal pointed out that at the magistrates' court he had advised Mr. O'Brien to appeal on fifteen of the charges relating to the sale of the drug as he had good grounds for appeal, but Mr. O'Brien had instructed him then, as he did now, that he did not want to appeal. He asked the Committee to take a humane and sensible view having regard to Mr. O'Brien's standing in the community and the chastening effect the inquiry would have on him. MR. RANKIN said the Committee was not concerned as it sometimes had been with an isolated breach. It was a serious case.

Announcing the Committee's decision, MR. W. F. PATTON, Q.C. (chairman), said their duty was to see that members of the Society and persons on the register consisted wholly of people who were trustworthy. "It is our duty to see that that is done not in the interest of the Society or in the interest of the members but in the interest of the public, who must be protected, and protected particularly against themselves, with regard to these dangerous drugs which are now so prevalent among the community. It is our duty to see we have on the register only persons who can be trusted to perform that duty."

IDENTIFYING VIRUSES BY FLUORESCENCE

Improved technique provides new diagnostic aid

ROUTINE virus identification within two hours is possible with new reagents being marketed by Winthrop Biologicals, Ltd., Winthrop House, Surbiton, Surrey. The reagents, Fluoroscans and Neutroscons, are used in the fluorescent antibody technique which, although first developed in 1940, has been of limited application because reagents have hitherto been insufficiently purified.

Principle of the technique is that an antibody specific to the virus is produced in rabbits to form a neutralising antiserum (Neutroscon) which will combine with its specific virus when reagent and test tissue containing virus are mixed. The second reagent (Fluoroscans) is an antibody specific to rabbit globulin, to which has been conjugated a fluorescent compound, fluorescein isothiocyanate. When Fluoroscans is mixed with the "neutralised" product of virus and specific antibody a "fit" is obtained between the rabbit globulin (antibody) and the fluorescent anti-rabbit antibody. Thus the fluorescent compound becomes indirectly attached to the virus, enabling the virus to be seen by fluorescence microscopy. If the reaction is carried out on a slide, and the Neutroscon reagent is washed off before application of Fluoroscans, the virus will only become fluorescent if the Neutro-

scan reagent specific to it has been used. It is therefore possible to identify accurately any virus to which a specific Neutroscon antibody has been prepared. By using a polyvalent "screen" and knowledge of likely infective agents, it is possible to avoid the need to try each test specimen against every virus reagent.

The great advantage of the technique is that a virus identification can usually be obtained within two hours, against several days or weeks by serological or tissue culture methods commonly employed. That advantage will, it is expected, gain in importance as new anti-viral drugs are developed because present indications are that the drugs themselves will be virus-specific. Accurate and early identification of the infective agent will therefore be essential. Other uses of the technique will include the rapid differential diagnosis of, for example, chicken pox and smallpox.

In addition to viruses, the technique has application in the identification of bacteria. It can also be applied to the diagnosis of auto immune diseases, such as haemolytic anaemia, by employing an anti-human Fluoroscans to detect the patient's own antibody. At present over 100 specific Neutroscon reagents are available.

LEGAL REPORTS

Winding-up Order

AN order for the compulsory winding-up of D.A.C. Cosmetics, Ltd., New Oxford House, Waterloo Street, Birmingham, was made in the High Court on October 3 on the petition of May-born Products, Ltd., judgment creditors for £423. The petitioners also represented a supporting creditor for £449. D.A.C. Cosmetics, Ltd., was not represented.

Broke Into Chemists' Shops

SAID to be addicted to drugs, an eighteen-year-old unemployed youth admitted breaking into the premises of W. N. Moore, Ltd., North Street, Keighley, Yorks, and stealing drugs worth £75, disposing of them at all-night dances in Manchester and Burnley. He also admitted breaking into a chemist's shop at Shelf, nr. Halifax, and stealing drugs worth £5 14s. The youth was committed in custody to next quarter session.

A Flair for Forgery

CHARGED at Chesterfield Derbys, borough magistrates' court recently with breaking and entering the pharmacy of Messrs. Elliott and Chadwick, Sheffield Road, Chesterfield, and stealing drugs worth £36 9s., John Stuart Machin, 9 Racecourse Road, Newbold Moor, Chesterfield, was described by the prosecution as of low mentality but with an "incredible" knowledge of drugs and "a flair for forgery." He pleaded guilty to the charge and (among others) to two charges of obtaining drugs by means of forged prescriptions and asked that twenty-nine other offences should be taken into consideration. He was put on probation for three years on the charges of forgery and stealing drugs; a condition being that he should receive psychiatric treatment, and was fined £3 on a theft charge. Victor Glasby, 22 Lancaster Road, Newbold, pleaded guilty to receiving tablets from Machin, knowing them to have been stolen, and was fined £5.

Ruling on the Law

AN important ruling on the law of sale relating to medicine was given recently by magistrates at Hythe, nr. Southampton. Mr. Ernest Charles Sleep, former proprietor of the Ferry Pharmacy, 19 High Street, Hythe, pleaded not guilty to selling a medicine not of the quality demanded by the N.H.S. Executive Council for Hampshire. Mr. Peter Moses, prosecuting for the New Forest rural district council said that a piece of glass was found in a bottle of medicine supplied on a prescription to a customer at the pharmacy in April, but he could not show that the person who received the medicine had bought it, because no money changed hands. All prescriptions were sent for payment to the Executive Council at Winchester, and Mr. Moses therefore claimed that the pharmacy had sold the medicine. Mr. C. P. Barlow, defending, successfully submitted that there was no case for Mr. Sleep to answer. Quoting the Sale of Goods Act

1893, he asserted that a sale took place only if goods were transferred to the buyer. How could it be said that the Executive Council had received the goods from the pharmacy? Mr. Barlow earlier indicated that the defence would also have contested any suggestion that Mr. Sleep was responsible for the piece of glass getting into the bottle. The case was dismissed.

COMPANY NEWS

Previous year's figures in parentheses

JEYES OVERSEAS, LTD. — Mr. David Pinney has been appointed managing director.

WHITE LABORATORIES, LTD. — Mr. J. S. Longden has been appointed director of marketing.

THOS. CHRISTY & CO., LTD. — Following the recent sudden death of Mr. C. B. Christy, the following board appointments have been made: Messrs. Donald C. Cann (chairman); H. R. Duncan (managing director (sales) and secretary); J. D. Glover (managing director, production).

GILLETTE CO., Boston, U.S.A. — An offer of about \$50m. has been made by the company for control of Braun, A.G., Frankfurt, Germany. The German company manufactures, among other electric appliances, dry shavers.

WILLOWS FRANCIS, LTD. — Final dividend, 25 per cent. (20 per cent.) makes the total for the year ended June 30, 32½ per cent. (27½ per cent.). Group profit after tax, £95,301 (£62,002); taxation, £58,774 (£45,512). For preliminary figures see *C. & D.*, September 2, p. 194.

BUSINESS CHANGES

MR. J. H. FENN, M.P.S., has acquired the pharmacy at 10 The Alma, Gravesend, formerly owned by Isherwood Chemists, Ltd.

RICHARDS & APPLEBY, LTD., who, with Dendron Distributors, Ltd., have formed the consortium Dendron, Richards & Appleby, Ltd., are to close down their Westminster Bridge Road, London, S.E.1, premises shortly. Correspondence should be addressed to Mr. T. R. Appleby, Richards & Appleby, Ltd., 94 Rickmansworth Road, Watford, Herts.

ALBRIGHT & WILSON, LTD., have transferred their head office to 68 Knightsbridge, London, S.W.1, telephone: 01-589 6393. The head sales office and other departments of Albright & Wilson (Mfg.), Ltd. are not affected by the move. Albright & Wilson, Ltd., have appointed Mr. J. S. Hughes, B.Sc., F.R.I.C., to head the company's new research department and Mr. N. E. R. Maguire to head a new commercial department which will also provide central guidance and assistance to the company's divisions. The appointments, effective November 1, complete the present plan for the head office reorganisation of the company.

Appointments

GEORGE T. GURR, LTD., 136 New Kings Road, London, S.W.6, have

appointed Mr. J. R. Partington their sales manager.

JAMES B. WILLIAMS CO. (ENGLAND), LTD., 43 The Avenue, Hatch End, Middlesex, have appointed Mr. L. W. Shenfield their general manager.

LONDON RUBBER INDUSTRIES, LTD., Hall Lane, London, E.4, have appointed Mr. N. Appleby sales representative for the Newcastle-Durham area.

FARLEY'S INFANT FOOD, LTD., Plymouth, Devon, have appointed Mr. T. R. Riggs, Southern sales manager and Mr. D. Ball, Northern sales manager Messrs. G. M. Paton and P. S. Taylor are appointed Northern and Southern key accounts managers respectively.

POLAROID (U.K.), LTD., have appointed Mr. Harvey H. Thayer, general manager in charge of all the company's activities in the United Kingdom, including their marketing division based at Welwyn Garden City, Herts. Mr. Thayer was general manager at the manufacturing division, Dumbarton, and previously held a variety of management positions in Polaroid Corporation's film division in America before coming to Britain in 1964. Mr. H. Allen has been appointed secretary.

VESTRIC, LTD., have appointed Mr. J. S. Robison, branch manager of their Rowland James branch in Swansea. Mr. Robison who replaces Mr. W. Humphrey who is to shortly retire on health grounds, was formerly branch manager of Vestric, Ltd., Liverpool. Mr. Robison previously worked in Swansea and earlier spent several years abroad as managing director, Evans Medical (India), Ltd. Mr. J. H. Henderson, F.P.S., has been appointed branch manager of the Liverpool branch. Mr. Henderson is a member of the Scottish Executive of the Pharmaceutical Society and a member of the Standing Pharmaceutical Advisory Committee for the N.H.S. in Scotland.

PERSONALITIES

MR. W. G. ELLISON (purchasing manager, The British Drug Houses, Ltd.), has retired after 35 years with the company. He was presented with gifts on behalf of the company and his colleagues by Mr. F. W. Griffin (managing director, B.D.H. Group, Ltd.).

MISS C. ISHERWOOD, personnel assistant, Maw's Pharmacy Supplies, Ltd., has retired after forty-seven years' service with the company. Miss Isherwood was manageress of Maw's London showroom in Jermyn Street, 1949-63 during which time she became affectionally known as "Connie" by the many chemists in and around London. When the showroom was transferred in 1963 to Barnet she was promoted to personnel assistant.

MISS GERTRUDE B. ELION, head of experimental therapy at the Wellcome Research Laboratories, Tuckahoe, New York, has been awarded the American Chemical Society's Garvan medal for 1967. Most of Miss Elion's work has been in the field of chemotherapy and she is noted for her synthesis of

drugs used for treating leukaemia, tumours and gout. She joined the Tuckahoe Laboratories as a biochemist in June 1944, and in 1950 became a senior research chemist. From 1963 until she took up her present position earlier this year she had been assistant to the research director (chemotherapy). The Garvan medal was established in 1936 to recognise outstanding U.S. women chemists. It carries with it a grant of \$2,000.

DEATHS

ALLCOCK. — On September 18, Mr. Charles Christopher Allcock, M.P.S., 3 Gollands, Brixham, Devon. Mr. Allcock qualified in 1911.

ATCHESON. — On September 19, Mr. Oswald Colin Atcheson, M.P.S., 89 Fernhill Road, Bootle, Liverpool 20. Mr. Atcheson qualified in 1938.

BUSH. — On October 3, Mr. Edward Phillip Dutton Bush, 1A Spring Gardens, Wincheap, Canterbury, Kent. Mr. Bush qualified in 1907 and retired from the Register in 1966.

CHRISTER. — On October 5, Miss Ethel Christer, 2 Hastings Avenue, Whitley Bay, Northumberland. Miss Christer qualified in 1923 and retired from the Register in 1967.

EVANS. — On October 10, Mr. David Samuel Evans, M.P.S., Stanley House, Goodwick, Pembs. Mr. Evans was in retail practice at the Myrtle Pharmacy, Goodwick, for thirty-five years until his retirement in 1965.

GRIFFITHS. — On October 12, Mr. Hugh Seymour Griffiths, M.P.S., 19 Dimond Street, Pembroke Dock. Mr. Griffiths and his wife were among the passengers in the Comet airliner crash off the Turkish coast. They were flying out to meet Mr. Griffith's brother with whom they intended spending two weeks. Mr. Griffiths qualified in 1927.

HENDER. — On September 11, Mr. Walter Roy Hender, M.P.S., 119 Embankment Road, Plymouth. Mr. Hender qualified in 1922 and had retired only a week before his death.

HINSHELWOOD. — On October 11, Sir Cyril Hinshelwood, aged seventy. Sir Cyril was president of the British Association in 1964 and of the Royal Society from 1955 until 1960 and received his knighthood in 1948. He was Dr. Lee's professor of chemistry at Oxford 1937-1964. He wrote several books, including "The Structure of Physical Chemistry." In 1956 he shared the Nobel prize for chemistry with the Russian, N. N. Semenov.

INGRAM. — On October 3, Mr. Herschell Frank Ingram, M.P.S., 54 Fordingbridge Road, Eastney, Portsmouth, Hants. Mr. Ingram qualified in 1921.

LEESON. — On September 19, Mr. Robert Leeson, M.P.S., 121 Wilton Road, Shirley, Southampton, Hampshire. Mr. Leeson qualified in 1904.

MIDGLEY. — On September 24, Mr. John Wilfred Midgley, M.P.S., 35 Edgware Road, York. Mr. Midgley qualified in 1922.

MILLER. — On September 28, Mr. James Miller, M.P.S., 24 South Park

Crescent, Ilford, Essex. Mr. Miller qualified in 1921.

PRINCE. — On October 8, Miss Frances B. Prince, M.B.E., F.P.S. (see C. & D. October 14, p. 355). In a trib-



Miss F. B. Prince

bute from The National Association of Women Pharmacists Miss M. A. Burr (president) writes:— Miss Frances B. Prince was a pioneer of women in pharmacy. The whole of her career of over fifty years was spent at the Nottingham General Hospital where, in 1902 she was the first girl pupil to the pharmacist. Her sterling character, ever-alert brain and great powers of organisation were reflected in her enthusiasm for whatever challenge presented, and this she communicated to the many students and pharmacists whom she trained and encouraged, and to the many nurses to whom she lectured. As the chief pharmacist for forty years, a period which included two world wars, she was renowned for her capacity to keep pace with the many changes and modern developments in medicine and therapeutics. Well-loved by all who knew her, she will long be remembered for her selfless devotion to duty and sense of humour, and be sadly missed. Her outstanding services to pharmacy were acknowledged by the Queen, who presented her with the M.B.E. in 1953.

Mrs. Estelle Leigh at a Nottingham meeting of the N.A.W.P. said:—

My introduction to hospital pharmacy was at Nottingham General Hospital when Miss Prince was chief and the pharmacy was the centre for information on the action and uses of

drugs — used daily by medical and other staff; the manufacturing and sterilising departments were some of the finest in the country and a complete pharmaceutical service was available every day of the year. Always ready to learn from others, Miss Prince gave unstintingly of her time and energies to advance the cause of pharmacy and the pharmacist. The successes of her students and colleagues gave her a very real joy and she maintained a genuine interest in their advancement. A glowing example of a pharmacist who accepted willingly and with enthusiasm all the responsibilities of her profession and gave a service to: The Community, over fifty years in hospital pharmacy must be a record: — the professions; — individuals, not least other pharmacist colleagues; — the future pharmacist, by training and encouragement, and mostly by her enthusiasm and ever-ready willingness to advance, learn and understand new techniques and to put them into practice. She was a great pharmacist and a good friend, and with many others my life was enriched by having known her — she will be sadly missed.

RAMAGE. — On September 22, Mr. Archibald John Ramage, 14 Flower Crescent, Ottershaw, and formerly of Addlestone, Surrey. Mr. Ramage qualified in 1906 and retired from the Register in 1962.

SILVERTHORN. — On October 5, Mrs. C. I. Silverthorn, widow of Mr. A. E. Silverthorn, M.P.S., 27 Revill Road, Kingston-on-Thames, Surrey.

THOMPSON. — On October 3, Mr. Edwin Thompson, M.P.S., 7 Fulwood Park, Liverpool, 17. Mr. Thompson qualified in 1903.

SWERLING. — Recently, Mr. Morris Swerling, M.P.S., 3 Westover Road, Bournemouth, Hants. Mr. Swerling qualified in 1937, began business in Charnminster Road, Bournemouth, moving to Westover Road, fifteen years ago.

EXPORT ACHIEVEMENTS

A BRITISH organisation, Euro-Export, Ltd., has received a £1,500,000 contract from the Ghana Ministry of Health to supply, on international tender, all the Ministry's medical supplies and equipment up to the end of 1968. This is the first time the Ghanaians have placed an order direct with an overseas supplier, and is an indication of the expansion of the health services in Ghana now being planned under the new National Liberation Council's government. At least £1 million worth of the requirements are likely to be

supplied by British pharmaceutical and medical equipment manufacturers.

A CONTRACT to supply Jugo-Slavia with the ingredients to produce 2.5 million tablets of Negram a year has been signed by the Winthrop Products Co., Surbiton, Surrey, and the Jugo-Slav pharmaceutical manufacturing firm — KRKA Tovarna Zdravil. Under a licensing agreement, the company KRKA will process, pack and distribute the tablets in Jugo-Slavia using ingredients shipped from Winthrop's Newcastle-upon-Tyne plant.



EXPORT INTERESTS: Mr. Tim Fortescue (member of Parliament for Garston) addressing heads of departments, trade union representatives and others at Evans Medical, Ltd., Speke, Liverpool. He was conveying the Government's appreciation of the company's "splendid export achievement," Evans Medical export half of their total production.

NEW PRODUCTS AND PACKS

PHARMACEUTICAL SPECIALITIES

For Intravenous Use.—Harvey Pharmaceuticals, Pfizer, Ltd., Sandwich, Kent, have made available Cordilox ampoules for intravenous use when the treatment of angina pectoris is refractory to oral therapy. Cordilox intravenous is being offered in 2 ml ampoules each containing 5 mgm. of iproveratril hydrochloride, in box of five. According to requests from users the company are also making available a larger pack (500) of Cordilox 40-mgm. tablets.

"Flash Dispersal."—Pfizer, Ltd., Ramsgate Road, Sandwich, Kent, announce that Navane tablets containing thiothixene 10 mgm. are now available for the treatment of acute and chronic schizophrenia and paranoid states. Although the compound is only promoted to hospitals, Navane can be supplied to general practitioners and retail outlets if required. A "flash dispersal" formulation assists patient acceptance because of the rapid dispersal of the tablets in the mouth. Navane is included in Schedule 4B of the Poisons Rules. Packed in bottles of 100.

Two Products.—Mentrinol, introduced by W. J. Rendell, Ltd., Ickleford Manor, Hitchin, Herts, contains 3 mgm. of norethynodrel and 0.075 mgm. of mestranol. Formulated for the treatment of menstrual disorders the preparation, the company points out, has no androgenic activity and may be administered for an indefinite period of consecutive cycles. The packs are a box of twenty-one tablets and bottle of 200. The company also issue Ovastol for the treatment of endocrinological disorders. Each tablet contains 0.05 mgm. of mestranol. Packs are a box of 21 tablets and bottle of 200. The company point out that caution should be observed when prescribing the products for patients with hepatic disorders.

SWEETENERS

A Tube of 100.—Lenbrook Laboratories, Ltd., 1 Thane Road West, Nottingham, have added to their list Sweetona, a cyclamate-saccharin preparation. The pack is tube of 100 tablets.

In Pen Form.—A "dispenser" similar to a ball-point pen, filled with sodium saccharin is being introduced as a "sweetener pen" by the distributors G. R. Lane Health Products, Ltd., Horton Road, Gloucester. Pressure on a push button delivers an exact amount of sweetener from a transparent barrel.

Swiss "Best Seller."—"Sweet as real sugar, non-fattening, no nasty after-taste" is claimed for Assugrin Fullsweet cubes by the distributors, Zyma (U.K.), Ltd., Catteshall Lane, Godalming, Surrey. Assugrin Fullsweet has been marketed on the Continent since the early 1950's, and it is claimed to be the best seller in Switzerland and Germany. It is available in pack of 100 cubes. Supplies are already in the hands of pharmacists but the official launching took place at the new Swiss Centre in London on October 5-6.

COSMETICS AND TOILETRIES

For Gentlemen.—Described as being "for the man who has or wants everything," Chanel Ltd., 2 Old Bond Street, London, W.1, have introduced "Chanel for gentlemen" Cologne and after-shave in two sizes and matching talc and bath and toilet soap. Packs are velvety-grey boxes with embossed white lettering.

Oil-free Hair Lotion.—Newly launched by Lenthier, Ltd., 17 Old Bond Street, London, W.1, Onyx hair lotion without oil is described as being ideal for greasy hair, conditioning it and making it more manageable with-and helps to control excessive oiliness out leaving a greasy or oily look. The lotion has a mildly stringent action of the hair without making it dry and brittle and it also gives the hair more body.



"GENTLE" HAIR LIGHTENER: A new product in the Casual series of Toni Co., Great West Road, Isleworth, Middlesex.

Three Types of a New Hairspray.—The makers of L'Oreal (Golden, Ltd., Berkeley Square House, Berkeley Square, London, W.1) are now offering Dop hairspray in three different formulas. Dop N for normal hair, "controls firmly but softly." Dop D, for dry and bleached hair "to hold lightly but surely," contains lanolin. Dop G is for greasy and "problem" hair. It is claimed that the three preparations are non sticky and "resist moisture," and hold the hair in position all day. The company have adopted a "wild-west approach" in their new advertising film, which is being shown in local cinemas. It is an unusual slant on the classic gun battle sequence, waged with hand hair-dryers and cans of hairspray.

"London Look."—Said to be inspired by London buses, guardsmen, Carnaby Street and the Thames, Angel Face London Lip Look is available in five new lipstick shades. They are Bare Doll, a true cherry red; Sneaky, a creamy cinnamon with pink undertones to wear with fashion's new browns; Peepers, a deep rose pink with blue undertones; Gear off, "a high fidelity mauve" and Sassy, a vibrant begonia pink "with coral tones like a Turner sunset." The new shades, from Chesebrough-Pond's, Ltd., Victoria Road, London, N.W.10, are in the Angel Face range and come in an attractive pre-packed display unit hold-

ing six of each colour. The unit comes supplied with a complete range of testers and also has space for the retailer's existing stocks.

"Two-faced."—Mary Quant Cosmetics, Ltd. (distributors Myram Picker, Ltd., Hook Rise, Surbiton, Surrey), are offering a "two-faced" lipstick—one side transparent, the other shiny bright pearly colour—known as Lick-stick in four modern colours, mauve Lick, coral Lick, pink Lick, and orange Lick. The glossy side is applied first and the pearly colour "blends transparently". Mary Quant "eye gloss" is a non-greasy polisher and Mary Quant nail "bullion" provides "sheer sparkle" when three coats are applied, or when used as a top coat to a plain nail colour, or as a frosted sparkler over a pearly colour. All the preparations are being offered in packs that are distinctively Mary Quant in style and presentation.



FOUR SIZES: The 18-oz. Elnett aerosol, latest size to be put on the market by Golden, Ltd., Berkeley Square House, Berkeley Square, London, W.1, makes the series an excellent foursome.



GIFT BAGS: For handing out goods purchased as gifts National Pharmaceutical Union members now have the opportunity of using the counter bags illustrated. Though Christmas is the principal gift season they are not tied to it. Holly and robins are "out," and the image sought to be conveyed is of modernity and quality. The designer has filled his brief well, and given a touch of gaiety into the bargain.

TRADE NOTES

Now Tax-free. — Beecham Research Laboratories, Great West Road, Brentford, Middlesex, announce that Maxolon tablets and ampoules are no longer subject to purchase tax.

Real Hair Eyelashes. — The Mini Doll eyelashes of I. & M. Steiner, Ltd., 5 Charleville Road, London, W.14, are made of hand-sewn double-lined real hair. They have the currently popular uneven length for natural effect.

Beauty Diary 1968. — Elizabeth Arden, Ltd., 25 Old Bond Street, London, W.1, state that their 1968 beauty diary published by Charles Lettis, contains features on skin care and the art of contemporary make-up.

A Fourth Size. — Albright & Wilson Manufacturing, Ltd., 1 Knightsbridge Green, London, S.W.1, have introduced a 7-lb. economy pack of Calgon in addition to their 12-oz., 2½-lb. and 15-lb. packs. The new size is issued in a neat plastic container.

No Antihistamine Present. — Menley & James Laboratories, Welwyn Garden City, Herts, point out that Contac 400 does not contain an antihistamine and is therefore not affected by the proposed changes in the Poisons Regulations.

Name Change. — Mayborn Products, Ltd., Dylon Works, Sydenham Road, London, S.E.26, have adopted Dylon quick wash as the new name for Dylon wash-creme. Counter display unit and tube carton have been redesigned to bring them into uniformity with the name change.

Change of Source. — The manufacture, sales and distribution of Pandora heated hair rollers have been taken over by Greville Electrical Sales, Ltd., Bydand Works, 41 Lind Road, Sutton, Surrey. The guarantee on all sets previously sold by Setatome, Ltd., is being honoured. Inquiries should be addressed to Messrs. Greville.

New Flavour. — Unicliffe, Ltd., Unimart House, Stonar, nr Sandwich Kent, announce the national introduction of TCP lemon flavoured pastilles to complement the TCP blackcurrant pastilles and offered at the same price structure. The pastilles are packed in attractive display outer containing twelve tins.

Replacements. — Recognising that sifters and puffs of loose powder compacts wear out, Laughton & Son, Ltd., Warstock Road, Birmingham 14, are now offering a replacement sifter and puff pack. The pack, which may be used for convertible or loose powder compacts, is attractively designed in a transparent sleeve. Pack is a carton of 3 doz.

Economy Pack. — Carteret Products, Wear Bay Road, Folkestone, Kent, have added to their list a new economy pack of fifty Sovol tablets. The company say that persistent consumer requests for a bigger size and the results of recent consumer research have proved that a high proportion of current users would prefer to purchase a larger and more economical pack.

New Flavour. — Trufood, Ltd., London Road, Guildford, Surrey, have added "apricot treat" to their range of Junior foods. In it chopped apricots are combined with rice in a sauce made from apricot puree. The company point out that the product is attractive in both colour and flavour and has "a title which should appeal to mothers."

Improved Formulation. — Damancy & Co., Ltd., 225 Bath Road, Slough, Bucks, are now offering an improved 75 per cent. w/v barium sulphate x-ray contrast medium having mucus-resisting properties. The product, Raybar-75, is available in screw-capped polythene bottle containing 2 litres. The present 50 per cent. Raybar cream is being discontinued when present stocks are exhausted.

Press-coated Tablets. — So soon as stocks of Endoxana sugar-coated tablets are exhausted, Ward Blenkinsop & Co., Ltd., Fulton House, Empire Way, Wembley, are supplying the product as white press-coated tablets bearing the name Endoxana. The diameter of the 50-mgm. tablet is 11 mm. and that of the 10-mgm. tablet 8 mm. Experiments are understood to have shown press-coated tablets to be more stable. The company also announce the introduction of a 50-mil. bottle of Penofome. The 50-mil size is supplied only in units of 1 doz.

Prizes for Display. — Stockists of Vitapointe preparations co-operating in a display incentive scheme arranged by Fisons Pharmaceuticals, Ltd., Loughborough, Leics, are supplied with a display unit. Each time a shop is visited by the Fisons representative the proprietor is awarded bonus points by "cheque" if the Vitapointe products are correctly maintained on display in the unit provided. In that way the retailer collects a number of "cheques" over a period of time and may then choose an item from an extensive and attractive catalogue of gifts.

Change in Formulation. — Riker Laboratories, Morley Street, Loughborough, Leics, have altered the formulation of Rikospray antibiotic by substituting polymyxin B sulphate for colistin sulphate. All units supplied from October 16 will be prepared to the following formula: Neomycin sulphate 500,000 units, zinc bacitracin 37,500 units, polymyxin B sulphate 150,000 units and inert propellant to 110 gm. The company state that the change will not affect the value of the preparation in terms of potency, toxicity or antibacterial "cover." Canisters containing the new formulation are being distinguished by a pink label.

Distributors Appointed. — Meggeson-Warrick (division of White Laboratories, Ltd.) have appointed J. Dougherty & Sons, Ltd., Linfield Industrial Estate, Linfield Road, Belfast, 12, their sole agent in Northern Ireland. Mr. E. J. Bodkin, 40 Ballygall Road Estate, Glasnevin, Dublin, 11, has been appointed distributor in Eire. Mr. Bodkin also holds agencies for E. C. De Witt & Co., Ltd., Cherry Orchard Road, East Croydon, CR9 6HD, F. C. Paton (South-

port), Ltd., P.O. Box 5, 1a Peets Lane, Southport, Lancs, and Thomas Marns, Ltd., Artex Avenue, Rustington, Sussex.

Bonus Offers

ATLAS LIGHTING, LTD., Thorn House, Upper St. Martin's Lane, London, W.C.2. Atlas flash packs (ten packs of ten AG1B's, ten packs of ten Type 1 flashbulbs and six packs of three flash cubes). Twenty-six invoiced at reduction of 10s. on wholesale price.

BURFORD LABORATORIES, NOTTINGHAM. No-rash. Thirteen invoiced as twelve; forty-two invoiced as thirty-six.

FULFORD WILLIAMS (INTERNATIONAL), LTD., Barret hand treatment. Twelve invoiced as ten. Till November 30.

LENBROOK LABORATORIES, LTD., 1 Thane Road West, Nottingham. Dulcils. Twelve invoiced as nine. Sweetona. Twelve invoiced as ten. Till December 25.

MAX FACTOR, HOLLYWOOD AND LONDON (SALES), LTD., 16 Old Bond Street, London W.1. Swedish formula hand cream. Exuberance preparations. Promotional parcels are available at special rates.

PHARMACEUTICAL SPECIALITIES (MAY & BAKER), LTD., Dagenham, Essex. Phensedyl, Tixylix, Planidets. Ten invoiced as nine.

Premium Offers

LENBROOK LABORATORIES, LTD., 1 Thane Road West, Nottingham. Top Score barrier cream. "Sixpence-off" coupon in *Woman* and *Woman's Realm*.

JEVES GROUP, LTD., High Street, London, E.13, Ibcot. Pair of fitted nylon bedsheets (double and single sizes) at reduced price in return for ungummed portion of label on Ibcot bottle. Till October 31.

Discontinued

WARD BLENKINSOP & CO., LTD., Fulton House, Empire Way, Wembley, Middlesex. Penotrane jelly. 7-gm. plastic injector.

Trade Shows

NATIONAL PHARMACEUTICAL UNION, Newcastle upon Tyne, Royal Turks Head hotel. Wednesday November 1. 2.30 to 9.30 p.m.



EXAMINING THE RANGE: Mr. A. B. Lidgley (left) and Mr. S. F. Wain of Manchester examine the Nu Flask and Nu Soft ranges at the first of a series of evening displays of products of the National Pharmaceutical Union and Maws Pharmacy Supplies, Ltd. The display was at the Queens hotel, Manchester, on October 5. Other displays have been staged at Brighton and Chelmsford.

INFORMATION WANTED

The Editor would appreciate information about:

Atomic rub for rheumatism
Youth Quotient eye oil

Your new* drugs need the best presentation

(*And existing ones too)

- They need to be protected from light, air, moisture and mechanical stress.
- They need to be readily identifiable.
- They need to be acceptable—tasteless, odourless, easy to swallow.

They get it in **PARKE-DAVIS** capsules



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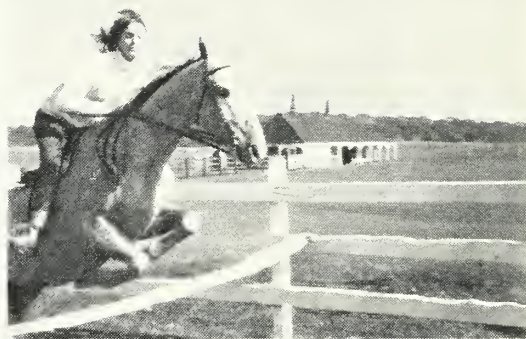
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ACCURATE EXPOSURE. An ingenious photometer, built into the viewfinder, reads YES when the exposure is right.

The photographer twists a little knob until he gets the brightest, clearest YES. Then he knows the exposure is perfect. And it's remarkably precise, as accurate as one costing far more. Yet Polaroid has been able to build it into this inexpensive camera.



STOP ACTION. The Swinger can freeze action. Indoors and out. Because it uses Polaroid's famous 3,000 speed black-and-white film, it's able to have a single shutter speed of 1/200 of a second. Amazingly high for a simple camera. The Swinger won't stop a bullet in mid-flight, but it will stop a rider in action. And it's difficult to blur a picture even if the camera shakes or the subject moves.



DEPTH OF FIELD. There's no focusing to worry about with the Swinger. Because of the 3,000 speed film and small aperture, pictures taken in bright sunshine have an amazing depth of field from close-up to infinity. And the Swinger's 2-1/4 x 3-1/4 black-and-white prints have an exceptionally rich and crisp quality.



ON-THE-SPOT CORRECTION. If the picture-taker does make a mistake or doesn't get exactly the result he was looking for, he sees it in 15 seconds and can correct it then and there. (In other cameras, of course, by the time he sees his results, it's just too bad! It's done.) With a Swinger, he's sure pictures of special occasions don't get away.

**People who buy the Polaroid Swinger
because it gives them pictures in 15 seconds
don't know what they're really getting.**

October 21, 1967

Cumulative price changes

AMENDING C & D
QUARTERLY PRICE LIST
FOR SEPTEMBER 1967

No. 89 For Men (468 F) existing entry					
No. 89 For Men (468 F)					
after shave lotion	—	—	11	9	
brilliantine	—	—	21	9	
oil	—	—	11	9	
solid	—	—	21	9	
deodorant	—	—	8	6	
hair cream	—	—	8	0	
lotion	—	—	9	0	
pre-shave lotion	—	—	11	9	
shampoo cream	—	—	21	9	
shaving cream	—	—	9	0	
lather	—	—	16	9	
brushless	—	—	6	9	
tube	—	—	9	0	
jar	—	—	10	9	
bowl	—	—	9	0	
talcum	—	—	12	3	
toilet soap (3)	—	—	8	6	
toilet water	—	—	15	0	
	—	—	30	0	
	—	—	50	3	
	—	—	93	9	
4711 (113 5 & B)					
eau de Cologne	152	0	42	0	22 6
atomiser No. 9810					
AAA (61 APC)†					
throat spray	6	0ea	1	8ea	10 8
Adabee (1071 Robins)					
capsules	100	30	0ea	—	—
Ad. A. M. (1091 Rybar)					
mixture	4oz	45	0	12	5 6 8
Adcortyl (1176 Squibb) T5					
tablets 2mgm	500	218	2ea	—	327 3
Aigrette (Valois (1446 Pearmoss))					
perfume	small	11	9ea	3 2½ea	21 0
	medium	19	6ea	5 4½ea	35 0
	large	117	0ea	32 2ea	210 0
Akineton (86 Barclay)					
tablets	250	73	10ea	—	110 9
tablets	20	—	—	—	—
tablets	200	—	—	—	—
Aladdin (24 ALAD)					
vacuum flasks					
Escort	16oz	—	—	—	8 6
	32oz	—	—	—	13 8
Wide Mouth	16oz	—	—	—	14 1
	32oz	—	—	—	17 11
Continental	16oz	—	—	—	8 11
	32oz	—	—	—	14 4
	32oz	—	—	—	29 9
Pitcher					
refills for Escort,					
Continental and					
Dura-Clad	16oz	—	—	—	4 9
	32oz	—	—	—	8 0
Albamycin (1263 Upjohn) T5					
tablets 250mgm	100	180	0ea	—	—
Allegron (378 Dista)					
tablets 10mgm	25	—	—	—	—
Allenbury's (34 A & H)					
malt extract	1 lb	42	9	—	4 9
	2 lb	79	6	—	8 10
with c.i.o.	1 lb	42	9	—	4 9
	2 lb	79	6	—	8 10
butterscotch					
flavour					
pastilles	2oz	20	0	3 4	2 6
blackcurrant	1 lb	9	5ea	1 8ea	14 8
Ambodryl (938 PD) †57					
elixir	80oz	36	8ea	—	55 0
Ammident (1178 Stafford)					
toothpowder					
Amokole (781 Lusty's)					
tablets	50	21	0	5 9	3 1
	125	48	0	13 2½	7 6
Ampiclox (1393 BRL)					
Ampiclox Neonatal (1393 BRL) T5					
Anapax (1053 Rexall)					
sore throat spray	7.5gm	55	6	15 3	7 11

Ancoloxin (179 BDH) †57					
tablets	250	101	4ea	—	152 0
André Philippe (48 AP)					
shampoo lacquer	28	11	9	3 2½	1 9
remover					
Anusol HC (1310 VVW) T5					
ointment	15gm	172	0	—	15 3
10gm				—	—
Apple Blossom (596 HR)					
deodorant spray	2422	—	—	—	9 6
dusting powder					
drum	3206				
drum with puff	4207				
dusting powder					
drum with puff	3208			—	17 6
spray bottle	2312			—	9 6
skin perfume	3002			—	14 6
3004					
Argotone (1077 Rona)					
nasal drops	20mils	31	0	8 4	4 2
Aspro (893 Nicholas)					
20	31	4	8 0	2 0	
(2doz)			(2doz)		
Assugrin (1493 Zyma)					
Fullsweet cubes	100	31	6	—	3 6
Atkinson (76 Atkinson)					
English lavender					
Gold Medal eau de					
Cologne	41cc	71	3	19 1	10 6
	82cc	132	4	35 6	19 6
	143cc	203	6	54 7	30 0
	317cc	390	0	104 7	57 6
	654cc	746	0	200 0	110 0
watch flask	20cc	40	9	10 11	6 0
soap toilet	2½oz	17	0	4 7	2 6
bath	5½oz	24	10	6 8	3 8
A toi (76 Atkinson)					
parfum de toilette					
	82cc	91	7	24 7	13 6
perfume	purse	54	3	14 7	8 0
	½oz	91	7	24 7	13 6
	½oz	169	8	45 6	25 0
talcum	A/AH	49	2	13 2	7 3
talcum	100gm	—	—	—	—
Avazyme (369 DL)					
(distributors 1545 Vestric)					
Azostix (843 ML)					
reagent strips	25	45	0ea	—	—
Baghari (Piquet (1446 Pearmoss))					
perfume	½oz	15	0ea	4 2ea	26 6
	½oz	34	0ea	9 5ea	60 0
	½oz	44	3oz	12 3ea	79 6
	½oz	71	0ea	19 7ea	126 0
	2oz	106	6ea	29 4ea	189 0
Bandit (Piquet (1446 Pearmoss))					
perfume	½oz	15	0ea	4 2ea	26 6
	½oz	34	4ea	9 5ea	60 0
Belle (de Rauch (1446 Pearmoss))					
perfume	½oz	35	6ea	9 10ea	63 0
	½oz	59	6ea	16 5ea	105 0
	½oz	95	0ea	26 2ea	168 0
	2oz	142	0ea	39 1ea	252 0
	4oz	212	0ea	58 4ea	378 0
	2oz	232	6ea	6 6ea	42 0
	4oz	41	6ea	11 6ea	73 6
	8oz	65	0ea	17 11ea	115 6
	16oz	118	0ea	32 6ea	210 0
	2oz	16	8ea	5 0ea	30 0
	4oz	25	6ea	7 1ea	45 0
	8oz	39	6ea	10 11ea	70 0
	16oz	65	0ea	17 11ea	115 0
Benadryl (938 PD) †57					
powder	½oz	26	8ea	—	40 0
Berkmycen (117 BPL)					
capsules 250mgm	16	4	11ea	—	7 5
	100	28	0ea	—	42 0
	1000	248	4ea	—	372 0
tablets	16	4	11ea	—	7 5
	100	28	0ea	—	42 0
	1000	248	4ea	—	372 0

Berkomine (117BPL) †54B					
tablets 25mgm	50	9	5ea	—	14
	200	36	4ea	—	54
	1000	169	5ea	—	254
Betnesol (518 Glaxo)					
ointment					
Betnesol-N (518 Glaxo)					
cream					
Bio-Clear (596 HR)					
coverfluid	0841	—	—	—	10
cream	0801	—	—	—	8
minute make-up					
	0852	—	—	—	8
medicated puff	0860	—	—	—	1
pore lotion	0822	—	—	—	9
shampoo	0832	—	—	—	6
wash	0813	—	—	—	10
treatment set	0870	—	—	—	—
Biogastone (117 BPL)					
tablets 25mgm					
Biopar (61 APC)					
forte tablets	60	10	8ea	—	16
	500	76	0ea	—	114
Body Bulk (422 EG)					
chocolate and malt					
	3 lb	16	0ea	—	24
	7 lb	32	0ea	—	48
Bralium (533 Grabowski)					
lotion 3% 100gm					
4% 100gm					
Brands (1221 Thawpitt)					
call's foot jelly	10½oz	29	11	—	3
essence of beef	2½oz	37	2	—	4
Brasivol (369 DL)					
(distributors 1545 Vestric)					
Brontina (192 Brocades) †57					
(distributors 221 Camden)					
ampoules 2mils	12	11	9ea	—	15
tablets 1mgm	100	15	6ea	—	20
Brylcreem (105 BTD)					
travel case	55	11	15 5	7	
Buoyance (481 F & S)					
hair setting gel					
small	28	6	7 10	1	
	(3 doz.)		(3 doz.)		
Butazolidin Alka (501 Geigy) †54B					
tablets	100	18	4ea	—	27
	500	85	0ea	—	127
Bynin Amara (34 A & H)					
10oz					
Calazean (312 AC)					
cream	15	6	4 3	2	
Calcium-Diuretin (86 Barclay)					
Californian Poppy (76 Atkinson)					
perfume	trial	15	4	4 1	2
standard	22	1	5 11	3	
Camdogon (221 Camden)					
horse ringworm					
treatment 450 mils	16	0ea	4 5ea	28	
Cameo (1073 Robinson)					
tampons	10	37	0	—	2
(2 doz.)					
Candeptin (774 LR) T5					
vaginal tablets	28	18	10ea	—	28
Canotier (Valois (1446 Pearmoss))					
perfume	small	11	9ea	3 2½ea	21
	medium	19	6ea	5 4½ea	35
	large	117	0ea	32 2ea	210
Carbital (938 PD) †54A					
elixir	16oz	144	0	—	18
Cardiazol (86 Barclay)					
liquid 10% 10mils	50	0	—	6	
liquid 10% 100mils					
Cardiazol Dicodid (86 Barclay)					
Cardiazol ephedrine (86 Barclay) all packs					
Cerevon (218 Calmic)					
elixir	40oz				
Chanel (247 Chanel)					
for men					
after shave	—	—	—	30	
	—	—	—	50	

Specify 'Wellcome' Insulins

Soluble · Lente · Protamine · Globin · Isophane and 'Nuso' Neutral Insulin



Burroughs Wellcome & Co. (The Wellcome Foundation Ltd.) London

Cologne	—	—	37 6	Dimyrl (1530 Fisons)	—	2 0 0	—	2 6	Estee Lauder (425 ELC)	—	—	42 0
soap toilet	—	—	65 0	pastilles	—	—	—	—	Wonderfirm 2oz	—	—	—
bath	—	—	5 0	Distaquaine V (378 Dista) TS	—	—	—	—	D Exuberance (813 MF) existing entry	—	—	—
talcum	—	—	8 0	tablets 125mgm	—	—	—	—	I Exuberance (813 MF)	—	—	—
Chantage (76 Atkinson)	—	—	15 0	100 11 6ea	—	—	—	17 3	after-bath oil spray	162 0	38 6	23 9
parfum de toilette	—	—	—	500 54 6ea	—	—	—	81 9	bath cubes (6)	31 4	7 5	4 7
811 91 7	24 7	13 6	—	1000 105 0ea	—	—	—	157 6	dusting powder	107 4	25 6	15 9
perume	801 54 3	8 0	—	250mgm 100 22 6ea	—	—	—	33 9	dry-skin perfume	—	—	—
802 91 7	24 7	13 6	—	500 105 0ea	—	—	—	157 6	bath oil	155 4	36 11	22 10
803 169 8	45 6	25 0	—	1000 205 0ea	—	—	—	307 6	parfum Cologne	—	—	—
talcum A/CH	49 2	7 3	—	elixir 60 mgm	—	—	—	—	2oz	93 4	22 2	13 8
talcum 831	—	—	—	elixir forte	—	—	—	—	4oz	128 0	30 5	18 9
D Chymar (61 APC)	—	—	—	tablets 125mgm 12	—	—	—	—	soap (3)	55 4	13 2	8 1
ointment	—	—	—	tablets 250mgm 12	—	—	—	—	spray mist	155 4	36 11	22 10
Cinemax (817 MPS)	—	—	—	Distaquaine V-K (378 Dista) T5	—	—	—	—	talcum	34 8	8 3	5 1
cine camera C401	—	—	1199 6	elixir 60mils	—	2 8ea	—	4 0	D Eylure (443 Eylure) existing entry	—	—	—
Click-a-Sweet (1597 Ceebrite)	—	—	—	syrup 125mgm	—	—	—	—	I Eylure (443 Eylure)	—	—	—
dis-pen-ser	62 0	—	7 9	100mils	—	7 3ea	—	10 10½	brush No. 3	40 0	—	5 0
refill	30 0	—	3 9	250mgm 100mils	—	13 9ea	—	20 7½	brush on make-up	—	—	—
Colorfast (265 Clairol)	—	—	—	tablets 125mgm	—	—	—	—	set	111 0	30 6	16 6
shampoo 4oz	32 6	8 6	4 10	100 11 6ea	—	—	—	17 3	clean'n curl kit	57 6	15 10	8 6
Conquerors (312 AC)†	—	—	—	500 54 6ea	—	—	—	81 9	cosinda	—	—	—
anti-smoking tablrts	18 35 6	9 9	5 10	1000 105 0ea	—	—	—	157 6	nailfile boards (5)	22 0	6 1	3 3
Corega (1178 Stafford)	—	—	—	250mgm 100 22 6ea	—	—	—	33 9	standard size	22 0	6 1	3 10
denture powder	18 0	—	2 3	500 105 0ea	—	—	—	157 6	(10×5)	—	—	—
Coronette (563 Hampshire)	—	—	—	1000 205 0ea	—	—	—	307 6	contour blending	—	—	—
lacquer refill	13 6½	3 8½	1 10	D Distivit (378 Dista)	—	—	—	—	brush	57 6	15 10	8 6
Coty (301 Coty)	—	—	—	tablets 20mgm 25	—	—	—	—	cosmetic pencils	—	—	—
highlighter gold	534 72 9	19 6	10 9	D Diuposan (1582 Albion)	—	—	—	—	5in	23 6	6 6	3 6
jewelled finisher	691 98 6	27 1	14 6	D Dixor (379 Dixor)	—	—	—	—	7in	26 6	7 6	4 0
pressed powder	582 51 0	14 0	7 6	overnight cream	—	—	—	—	cosmetic sponge	14 6	4 1	2 3
Cradocap (1007 PL)	—	—	—	tube 27 0	7 5	—	—	4 0	Disguise	111 0	30 6	16 6
shampoo tube	18gm 18 0	5 0	2 8	Dop (525 Golden)	—	—	—	—	eyelash applicator	20 0	—	2 6
Crown (1073 Robinson)	—	—	—	hairspray 160gm 41 2	10 9	—	—	5 9	eyelashes	—	—	—
corn rings	8 0	—	11½	Dorothy Gray (385 DG)	—	—	—	—	goldline	205 0	56 5	30 6
wool felt	4680 12 6	—	1 5½	beauty case small	67 8ea	18 7½	126 0	—	silverline	205 0	56 5	30 6
4681 12 6	—	—	1 5½	large	116 8ea	31 10½	210 0	—	waterproof	84 0	—	10 6
Crystapen G (518 Glaxo) T5	—	—	—	"natural glo"	—	—	—	—	eyelashes self-	—	—	—
syrup	—	—	—	shampoo 116cc	56 0	15 5	8 9	—	adhesive	—	—	—
125mgm/5mils	—	—	—	Young and Lovely	—	—	—	—	natural daytime	116 0	—	14 6
100mils 60 0	—	—	7 6	beauty lotion	54 0	14 10	8 6	—	medium close	124 0	—	15 6
250mgm/5mils	—	—	—	cleansing grains	51 0	14 0	7 9	—	close	132 0	—	16 6
100mils 90 0	—	—	11 3	clearing cream	58 0	15 1½	9 0	—	3D coquette	140 0	—	17 6
tablets 125mgm	—	—	—	face pads	61 0	16 9	9 3	—	3D sophisticate	168 0	—	21 0
100 10 6ea	—	—	15 9	foundation	51 0	14 0	7 9	—	3D mannequin	200 0	—	25 0
500 50 0ea	—	—	75 0	heal and conceal	—	—	—	—	eyelashes sable tone	148 0	—	18 6
1000 105 0ea	—	—	30 0	stick	51 0	14 0	7 9	—	two star	140 0	—	17 6
250mgm 100 20 0ea	—	—	146 3	skin cleanser	54 0	14 10	8 6	—	three star	168 0	—	21 0
500 97 6ea	—	—	—	D Dreamland (1501 DEA) existing entry	—	—	—	—	double outer	—	—	—
Crystapen V (518 Glaxo) TS	—	—	—	I Dreamland (1501 DEA)	—	—	—	—	fringe	200 0	—	25 0
tablets 125mgm	—	—	—	electric blankets	—	—	—	—	eyelashes natural	—	—	—
100 11 6ea	—	—	17 3	Galaxy	—	—	—	—	fur	—	—	—
500 54 6ea	—	—	81 9	48×24 SLB	—	—	89 6	—	discreet trim	124 0	—	15 6
1000 105 0ea	—	—	157 6	48×44 DLB	—	—	119 6	—	long trim	140 0	—	17 6
250mgm 100 22 6ea	—	—	33 9	Family	—	—	—	—	eyelashes jewelled	—	—	—
500 105 0ea	—	—	157 6	56×24 35	—	—	109 6	—	natural fur	145 0	39 11	21 6
1000 205 0ea	—	—	307 6	56×44 3D	—	—	139 6	—	close R.T.	168 0	46 4	25 0
Cuban Boy (422 EG)	—	—	—	New Standard	—	—	—	—	sable two star	189 0	52 0	28 0
molasses tablets	—	—	—	60×30 FS	—	—	119 6	—	sable tone	189 0	52 0	28 0
100 28 0	—	—	3 4	60×48 FD	—	—	169 6	—	Eylight	52 0	14 4	7 9
250 53 8	—	—	6 6	New Luxury	—	—	—	—	eyeliner brushes	—	—	—
400 82 0	—	—	9 9	60×30 LS	—	—	139 6	—	red sable standing	44 0	12 1	6 6
Cutex (493 Gambles)	—	—	—	60×40 LD	—	—	194 6	—	red sable contour	44 0	12 1	6 6
cuticle remover	21 8	5 11½	3 0	dual control LDD	—	—	219 6	—	red sable folding	57 6	15 10	8 6
cuticle cream	21 8	5 11½	3 0	washable cover	—	—	—	—	Eymatic mascara	60 6	16 8	9 0
nail flex	14gm 21 8	5 11½	3 0	single	5C	—	26 6	—	refill	35 0	9 8	5 3
strong nail	14gm 30 4	8 4	4 3	double	DC	—	34 0	—	fingernails regular	84 0	—	10 6
CVK (2 Abbott) TS	—	—	—	Dropletan (922/Ortho) †4B	—	—	—	—	slimline	100 0	—	12 6
capsules 125mgm	—	—	—	ampoules 2mils	10 43 4ea	—	65 0	—	longline	100 0	—	12 6
100 11 6ea	—	—	17 3	tablets 2.5mgm 50	205 0ea	—	307 6	—	fixative self-adhesive	16 0	—	2 0
500 54 6ea	—	—	81 9	10mgm 50	35 0ea	—	19 0	—	Hairlites	60 0	—	7 6
1000 105 0ea	—	—	157 6	Dunlop (396 DC)	—	—	—	—	Lashclens	3 4	11	6
250mgm 100 22 6ea	—	—	33 9	hot water bottles	—	—	—	—	Lashcurl	11 6	3 2	1 9
500 105 0ea	—	—	157 6	Goliwig	78 0	—	9 9	—	Lashfix standard	16 0	—	2 0
1000 205 0ea	—	—	307 6	Symbol size 2	—	—	—	—	large	28 0	—	3 6
Film tabs 125mgm	—	—	—	Teenager	—	—	—	—	lipbrush	40 6	11 2	6 0
50 6 6ea	—	—	9 9	Dylon (816 Mayborn)	—	—	—	—	lip liner pencils	26 6	7 6	4 0
100 11 6ea	—	—	17 3	quick wash	22 6	—	2 6	—	Liquiliner	40 6	11 2	6 0
500 54 6ea	—	—	81 9	wash-creme	—	—	—	—	Liquiliner and eye	—	—	—
1000 105 0ea	—	—	157 6	dye carpet	31 4	—	3 11	—	make-up remover	31 6	8 8	4 9
250mgm 25 6 6ea	—	—	9 9	English Lakes (424 ELP)	47 4	—	5 11	—	Lovinail	33 6	9 3	5 0
100 22 6ea	—	—	33 9	perfume Lakes	—	—	—	—	Mend'a nail	68 0	—	8 6
500 105 0ea	—	—	157 6	Magnolia, Tarn	—	—	—	—	Model Eyes	125 0	34 5	18 6
1000 205 0ea	—	—	307 6	How's Otto,	—	—	—	—	Naifix	20 0	—	2 6
D Denclen (832 MW)	—	—	—	Brathay Otto,	—	—	—	—	remover	32 0	—	4 0
Denclen (657 IL)	—	—	—	Cumberland Otto	—	—	—	—	nail polish remover	28 6	7 10	4 3
Dentu-Creme (1178 Stafford)	—	—	—	minipak	340 0	93 6	4 6	—	red sable brush	—	—	—
economy size	34 5	9 6	4 9	(1gross)	—	—	—	—	No. 1	30 0	—	3 9
Depronal SA (1310 WW) †sl	—	—	—	(1gross)	—	—	—	—	No. 2	34 0	—	4 3
capsules	50 27 0ea	—	40 6	1oz 8 0ea	2 2½ea	15 0	—	—	Shadobrow	85 8	23 7	12 9
250 121 6ea	—	—	182 3	1oz 12 0ea	3 4ea	23 0	—	—	Shadoliner	37 0	10 2	5 6
Dequadin (34 A & H)	—	—	—	3×1oz 32 0ea	8 9ea	61 0	—	—	Shadomatte	37 0	10 2	5 6
lozenges	40 36 0	—	4 6	1oz 20 0ea	5 6ea	38 0	—	—	Shadostick	45 6	12 6	6 9
Desert Flower (1131 Shulton)	—	—	—	1oz 40 0ea	11 0ea	71 0	—	—	three-in-one brush	57 6	15 10	8 6
hand and body lotion	1717 53 3	14 3	8 0	English Lakes	—	—	—	—	three to get ready	84 0	23 1	12 6
special	1735 80 9	21 8	12 2	"67"	1oz 94 0	26 0	7 6	—	D Farina, Johann Maria (592 Gorney)	—	—	—
perfumed Cologne	—	—	—	(2doz)	—	—	—	—	Farinets (97 Bayer)	—	—	—
Diafrutes (832 MW)	20 0	3 4	2 8	lavender water and cascade	2oz 106 6	29 4	17 6	—	lozenges tube 20	23 0	—	2 11
Diagnex Blue (1176 Squibb)	5 20 0ea	—	30 0	2oz 16 0ea	4 5ea	30 6	—	—	8oz	33 6	—	1 9
Dianimol (376 Dimol)	—	—	—	toilet water	4oz 12 0ea	3 4ea	21 6	—	(2 doz.)	—	—	—
(distributors 1023 Radiol)	—	—	—	4oz 24 0ea	6 7ea	42 6	—	—	Farleys (448 Farleys)	—	—	—
syrup	1oz 15 9	4 4	2 3	coffret	C.I. 32 0ea	8 9ea	59 0	—	rusks	17 7	—	11
4oz 40 0	11 0	5 6	—	—	—	—	—	—	(2 doz.)	16 9	—	1 9

[illegible]

[illegible]

Nostroline (1549 Matthews)	20	6	5	8	2	9	D	Pitressin (938 PD) †54B	0.5ml pack of 12								Sanatogen (1530 Fisons)	selected multi-vitamins plus iron	60	112	0	—	—	14	0		
Novalgin (97 Bayer)								Plastules (1352 Wyeth)	plain	30							Sanella (810 Maw)	towels									
Novara (128 Biometica)									folic acid	30							half pack	150.05	12	1	—	—	—	1	3		
oil of youth	115cc	105	7	28	4	15	6	D	liver extract	30							No. 0	150.03	20	3	—	—	—	2	1		
Nudie (596 HR)								D									No. 1	150.00	22	6	—	—	—	2	4		
hair remover,								D	Polivirin (518 Glaxo)	ampoules 1ml x 6							No. 2	150.01	26	1	—	—	—	2	9		
facial	2601	—	—	—	—	12	6	D	Pollacine (1393 BRL) entire entry								Soluble	150.02	20	7	—	—	—	2	1		
leg	2602	—	—	—	—	11	6	D	Predel 2X (1263 Upjohn) TS	multidose																	
Nu-Soft (810 Maw)									injection	50cc	55	Oea	—	82	6		Sari (1561 MD)	bath bliss	100cc	84	0	22	6	12	6		
hankies 3 ply (12)	825.11								Prednisone (938 PD)	pack of 25							Saventrine (972 Pharmax)	tablets 39mgm									
tissues 2 ply (12)	2	7	—	—	—	4		D	Preocin (208 BW) 15VPO	aerosol spray (vet.)	—	—	—	32	0		tablets 30mgm										
Nuvacon (179 BDH) †54B																	Schick (1054 R & A)	dial adjustable									
tablets	21	55	0	—	—	6	10		Priatan (86 Barclay) all packs								razor	113	2	31	2	16	9				
Nystaform (1460 Dome) TS								D	Pristacin (623 HP)								double-edged razor	118	4	32	6	17	6				
ointment	30gm	15	Oea	—	—	22	6	D	Pycazide (1154 SNP)	syrup							razor kit	H.M.500	284	0	78	1	42	0			
Old Spice (1131 Shulton)								D									Scram (1116 SP)	(distributors 1545 Vestric)									
after-shave lotion									Radian (1023 Radiol)	massage cream 4oz	40	0	11	0	5	6	mouse repellent	10	0	—	—	—	1	2			
	3712	46	3	12	5	7	0		Rarical (922 Ortho)	tablets	dp1000	36	Oea	—	—		Seb-A-Clen (369 DL)	(distributors 1545 Vestric)									
	3710	69	6	18	8	10	6		Rectalad (369 DL)	(distributors 1545 Vestric)							Seven Seas (176 BCLCO)	cod liver oil	6oz	24	9	—	—	2	9		
travel pack	3719	54	9	14	8	8	3		AG					25	0		mint flavour	16oz	51	9	—	—	—	5	9		
presentation	3711	122	6	32	10	18	6		F5 variant					313	6		capsules	6oz	29	3	—	—	—	3	3		
talcum	3734	43	0	11	6	6	6		FR variant					253	6			25	18	0	—	—	—	2	3		
skin conditioner									FM variant					259	6			50	28	0	—	—	—	3	6		
body talcum	3750	69	6	18	8	10	6		existing entry					—	—			100	52	0	—	—	—	6	6		
	3740	67	9	18	2	10	3		Relaxa-Tabs (657 IL) existing entry									500	156	0	—	—	—	19	6		
	3742	43	0	11	6	6	6		Relaxa-Tabs (657 IL) †57	tablets	18	22	3	6	1½	3	4	syrup	6oz	38	3	—	—	—	4	3	
Cologne for men											36	37	2	10	2½	5	6	Sevilan (580 DH & Co.)	acne cream	20gm	48	0	13	2½	7	6	
	3722	54	9	14	8	8	3		Remington (1044R)	shaver								Sherleys (67 Ashe)	Vapona dog band	114	0	—	—	—	12	6	
	3720	74	6	20	0	11	3		Electric 300	140	3ea	37	7ea	231	0		Silvikrin (105 BTD) existing entry										
deodorant aerosol	3881	43	0	11	6	6	6		Respite (626 HH & C)†	cough treatment							Silvikrin (105 BTD)	75 hairdressing	46cc	18	3	6	1	3	0		
after-shave lotion									Colour Silk †					4	11		aerosol	120gm	32	5	10	1	5	0			
lime travel pack									Revlon (1052 Revlon)	Moon Drops Hand Fair							hair cream	74cc	16	9	4	7½	2	3			
lime soap	3503	62	0	16	7	9	8			5271	115	3	31	8	17	6	hairdressing	150cc	24	10	6	10	3	5			
deodorant aerosol	3583	31	6	8	5	4	6		Natural Wonder	foamy facial							hairspray	74cc	22	4	6	2	3	1			
	3872	—	—	—	—	—	—		cleanser	5281	115	3	31	8	17	6		164cc	33	6	9	3	4	7			
V.S.O.R. all purpose									night treatment								pure	207gm	48	6	13	4½	6	7½			
lotion	3787	75	0	20	1	11	6		lotion	2890	121	0	33	3½	18	6	shampoo liquid	158cc	74	6	20	6	10	2			
	3782	314	0	84	2	47	6		under make up	2855	121	0	33	3½	18	6	minibottle	6	2	1	8½	—	—	10			
Omniseptine (221 Camden)									Rexall (1053 Rexall)	Brightener							34cc	13	7	3	9	—	—	1	10		
ointment (vet.)	100gm	5	Oea	1	5ea	8	11		toothpaste	150gm	32	6	8	11½	4	11	70cc	22	4	6	2	3	0½	3	0½		
Opilon (1278 VD)									tooth tincture	14	0	3	10	2	0		165cc	42	10	11	9½	—	—	5	10		
(distributors 1310 WW)									Rheumalene (781 Lusty's)	balm	23	0	6	4	3	4	Sistometril (262 CIBA) †54B	tablets	20	52	0	—	—	—	6	6	
tablets 40 mgm	50	18	Oea	—	—	27	0		Ricoh (565 Hanimex) existing entry								Skin Deep (76 Atkinson)	cleansing cream	35	8	9	7	—	—	5	3	
	250	84	Oea	—	—	126	0		Ricoh (565 Hanimex)	cameras 35mm							cleansing milk	40	9	10	11	—	—	6	0		
5mgm 50 & 200	—	—	—	—	—	—	—		126-C-EE								deodorant roll-on	40	9	10	11	—	—	6	0		
Organidin (369 DL)									case								foundation cream	28	3	7	7	—	—	4	2		
(distributors 1545 Vestric)									126 Auto								tube	50	11	13	8	—	—	7	6		
elixir	4oz	70	6	19	3	10	5		case								jar	50	11	13	8	—	—	7	6		
Outdoor Girl (876 MP)									Super Shot								moisture milk	50	11	13	8	—	—	7	6		
Total Finish	25	4	6	11½	3	9			case								nourishing cream	28	10	7	9	—	—	4	3		
Pan (1524 Chembro)									Singlex TLS								tube	52	7	14	1	—	—	7	9		
Pan (1164 55L)									case								jar	52	7	14	1	—	—	7	9		
Pandora (1590 Setatome)									Ricohflex CdS								Skinfare (76 Atkinson) existing entry										
Pandora (540 GE5)									case								Skinfare (76 Atkinson)	A-FA	71	3	19	1	—	—	10	6	
Pantheric (938 PD)									projector								cream	A-FB	113	8	30	6	—	—	16	9	
compound, pack of 25									Riddobron (1059 Riddell)	tablets							A-FC	195	1	52	4	—	—	28	9		
Papaverine (86 Barclay)									†54B								Skin Life (596 HR)	throat and neck									
Paracodin (86 Barclay) s1DD1									†								cream										
tablets	20	59	0	—	—	7	5		Riddohaler (1059 Riddell)	†							lotion										
drops 100mils									Rolleicord (637 Hunter)	camera VB							Slacks (781 Lusty's)	rheumatism tablets	50	17	6	4	10	—	—	2	6
Paraflex (922 Ortho)									Ronson (1079 Ronson)	electric razors							Smith Kendon (1152 SK)	glucose boiled									
tablets	100	9	6ea	2	7ea	16	10		model	33							sweets	16oz	44	6	6	8	—	—	5	3	
	dp500	39	Oea	10	9ea	—			rechargeable	855	206	10ea	50	9ea	336	0	Snoballs (1155 S & N)	wool balls	12	0	—	—	—	—	1	6	
Parafon Forte (922 Ortho)									case								Solo (810 Maw)	men's hairdressing	17	1	4	8½	—	—	2	6	
tablets	100	11	Oea	3	Oea	19	6		Super Shot								Soventol (86 Barclay)	jelly									
	dp500	48	Oea	13	2ea	—			case								Sparklets (183 BOC)	Hostmaster	54	9ea	6	Oea	—	—	79	0	
Para Hypon (218 Calmic) †DD1									Singlex TLS								Spray Net (597 HCL)	hair spray 3-way									
tablets	10	20	0	5	6	—			case								110gm	34	10	9	4	—	—	4	9		
	dp	100	12	Oea	—	—			Ricohflex CdS								200gm	42	9	11	6	—	—	5	11		
Parke-Davis (938 PD)									case								265gm	53	4	14	4	—	—	7	6		
shaving cream tube	24	0	6	7½	3	7			case								standard	100gm	33	7	9	0	—	—	4	7	
brushless tube	24	0	6	7½	3	7			projector								refill	50cc	9	2	2	5	—	—	1	3½	
Personality (31 AP)									Riddobron (1059 Riddell)	tablets							Stabillin V-K (147 Boots) TS	capsules									
(distributors 1054 R & A)									†54B								125mgm	100	11	6ea	—	—	—	17	3		
bath velvet	44	0	12	1	6	6			†								250mgm	100	22	6ea	—	—	—	33	9		
	71	0	19	6	10	6			Riddohaler (1059 Riddell)	†							tablets	125mgm	100	11	6ea	—	—	—	17</		

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Fluoderm (179 BDH) T5				eye liner				refill			
cream	15gm	8 Oea	2 2½ea	14 2½	1761	—	—	10 6	golden case	1214	—
plain	15gm	7 6ea	—	11 3	red sable	—	—	5 9	special	1230	—
ointment	15gm	8 Oea	2 2½ea	14 2½	brush	1762	—	10 9	refill	1231	—
Folks (1152 5K) TDD				eyeliner pencil				5 3	golden case	1232	—
2oz	18 0	—	—	refill	1763	—	—	10 9	puff	1234	—
Glintee (1335 Wigglesworth)				1764	—	—	—	5 3	new	1240	—
lotion	12 0	3 4	2 3	eye shadow				12 6	silk film	1472	—
4dr.	12 0	—	—	stick	1760	—	—	12 9	silk tone	1401	—
pastilles	17 0	—	—	propelling	1755	—	—	12 9	foundation	1411	—
Glycologne (1335 Wigglesworth)				fashion brow	1765	—	—	12 9	special	1401	—
hand jelly	12 6	3 5	2 6	fashion matte	—	—	—	12 9	liquid rouge	1801	—
Goulds (1335 Wigglesworth)				shadow	—	—	—	12 9	Scimitar long-	1703	—
baby cream	13 0	3 7	2 0	Grecian anti-	—	—	—	12 6	lash	1704	—
powder	125gm	13 6	3 9	wrinkle	0211	—	—	12 6	refill	1704	—
Green Velvet (596 HR)				cream	—	—	—	12 9	skin clearing	0611	—
dusting powder	—	—	—	green founda-	1481	—	—	12 9	cream	0344	—
drum with puff	—	—	—	tion	2216	—	—	12 9	toning lotion	0348	—
spray	5208	—	—	hand delight	—	—	—	2 6	special	1434	—
skin perfume	5002	—	—	handkerchief	1900	—	—	10 9	snow lotion	1434	—
solid fragrance stick	5020	—	—	tissues	8531	—	—	9 6	special pore	0502	—
dusting powder	5207	—	—	herbal skin	—	—	—	9 6	mask	—	—
Hazol-P (34 A & H) T5				tonic	0315	—	—	16 0	"stay-long"	—	—
nasal spray	10mils	36 0	9 11	toilet	0314	—	—	9 0	hair spray	8537/9	—
Heaven Sent (596 HR)				soap (3)	0318	—	—	25 0	sun tonic	2842	—
dusting powder	—	—	—	Herbessence	8013	—	—	33 0	tan in a minute	2834	—
drum with puff	—	—	—	beauty bath	8024	—	—	8 6	tulipstick	1602	—
spray bottle	4208	—	—	perfume and	—	—	—	12 6	Ultra	—	—
perfume	—	—	—	bath oil	8020	—	—	10 9	Feminine	—	—
mist spray	4102	—	—	lipstick golden	1601	—	—	7 9	beauty oil	0462	—
pressure spray	4014	—	—	Liquidine	0651	—	—	7 0	cream	0452	—
skin perfume	—	—	—	long lash	—	—	—	5 9	vitamin nail	—	—
spray	4002	—	—	mascara	—	—	—	9 6	food	2290	—
dusting powder	—	—	—	refill	1702	—	—	12 9	washing grains	0672	—
drum	4206 & 4207	—	—	mascara block	—	—	—	22 0	Water Lily	—	—
Helena Rubinstein (596 HR)				form	1730	—	—	12 6	cleansing	—	—
existing entry	—	—	—	brushes	1740	—	—	12 6	cream	0112	—
anti-wrinkle lotion	—	—	—	remover	1741	—	—	9 6	—	0114	—
0304	—	—	—	remover pads	1742	—	—	8 3	youthifying	0118	—
0308	—	—	—	mascara-matic	1711	—	—	15 6	herbal mask	0512	—
automatic sable	—	—	—	refill	1712	—	—	9 6	eye cream	0640	—
lip brush	1620	—	—	mascara new	—	—	—	34 0	I Honeyvite (727 Lane)	36 0	—
barrier lipstick	—	—	—	silk long-lash	—	—	—	12 9	D Hooper's (Dr. John) (815 MR & Co.)	—	—
1611	—	—	—	refill	—	—	—	21 6	R Hydrocortistab (147 Boots) T5	—	—
bath cubes	8031	—	—	medicated	0601	—	—	12 9	tablets 20mgm	100 46 10	62 5½
beauty case	8913	—	—	cream	1830	—	—	12 9	A Kodak (711 Kodak)	—	—
8914	—	—	—	Natural Blush	—	—	—	12 9	black and white	—	—
8940	—	—	—	individual	1831	—	—	21 6	roll films	—	—
8945	—	—	—	compact	—	—	—	12 9	Verichrome	—	—
8946	—	—	—	telescopic	1835	—	—	12 9	Pan	127 245 0	67 5
8947	—	—	—	brush	—	—	—	12 9	120 245 0	67 5	4 2
8915	—	—	—	overnight	0201	—	—	22 0	620 245 0	67 5	4 2
beauty sun	—	—	—	cream	0202	—	—	12 6	126 282 11	77 10	4 10
cream	2812	—	—	pasteurized	—	—	—	12 6	116 317 11	87 5	5 5
fluid	2854	—	—	cream	0102	—	—	9 6	828 230 5	63 5	3 11
oil	2805	—	—	cream	0104	—	—	10 6	120 245 0	67 5	4 2
bleaching	—	—	—	cream	0108	—	—	18 6	127 268 4	73 10	4 7
cream	0612	—	—	pore washing	—	—	—	32 6	120 268 4	73 10	4 7
clear eyes	0647	—	—	cream	0682	—	—	32 6	127 268 4	73 10	4 7
colour tint	—	—	—	refining lotion	0322	—	—	10 6	120 317 11	87 5	5 5
rinses	8501	—	—	cream	0324	—	—	10 6	828 230 5	63 5	3 11
conceal	1475	—	—	cream	0328	—	—	10 6	Panatomic-X	120 245 0	67 5
Contour-Lift	—	—	—	cream	—	—	—	10 6	Tri-X Pan	127 268 4	73 10
film	0662	—	—	rouge compact	—	—	—	10 6	120 268 4	73 10	4 7
coverfluid	1421	—	—	powder	1821	—	—	10 6	Royal-X Pan	120 317 11	87 5
1422	—	—	—	cream	1811	—	—	10 6	black and white	—	—
deep cleanser	0122	—	—	shampoo	—	—	—	10 6	miniature film	—	—
0124	—	—	—	blonde tone	8542	—	—	10 6	Plus-X Pan	135-20 393 9	108 4
0129	—	—	—	brunette	—	—	—	6 6	135-36 512 6	140 11	8 3
deodorant anti-	—	—	—	tone	8552	—	—	6 6	935 300 0	82 6	4 10
perspirant	—	—	—	silk sheen	8512	—	—	6 6	5 metres	800 0	220 0
stick	2411	—	—	8514	—	—	—	10 6	17 metres	2500 0	687 6
roll-dry	2402	—	—	8522	—	—	—	10 6	Tri-X Pan	135-20 393 9	108 4
eau de	—	—	—	silver-tone	—	—	—	10 6	135-36 512 6	140 11	8 3
Cologne	8002	—	—	silk face	—	—	—	10 6	935 300 0	82 6	4 10
eau verte	0631	—	—	powder	1201	—	—	18 6	17 metres	2500 0	687 6
eyebrow	—	—	—	special	1202	—	—	10 6	Panatomic-X	—	—
pencils	1750	—	—	1221	—	—	—	18 6	135-36 512 6	140 11	8 3
everpoint	1751	—	—	1222	—	—	—	18 6	935 300 0	82 6	4 10
refill	1752	—	—	minute make-	—	—	—	7 11	17 metres	2500 0	687 6
eye lashes real	—	—	—	up	1210	—	—	11 6	I Little Sister (229 Carmen)	—	—
hair	1770	—	—	1211	—	—	—	11 6	Carry Spray	—	—

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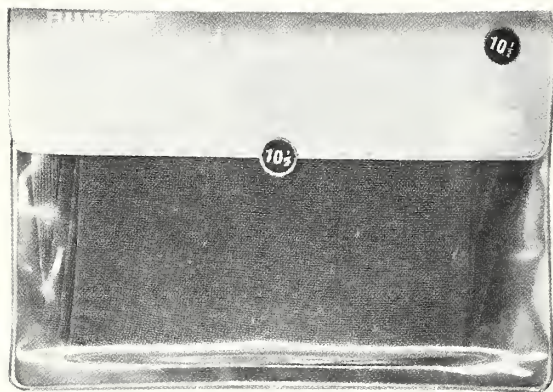
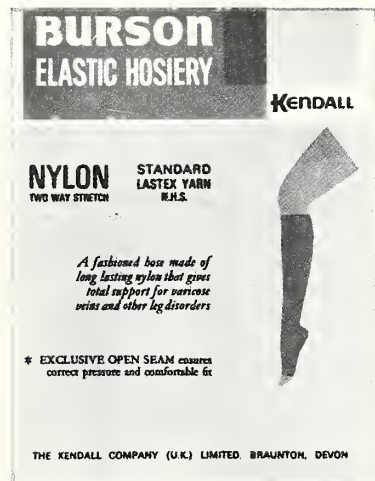
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	N3	NYLON		
BELOW KNEE	L3	COTTON		
	N3	NYLON		
THIGH LENGTH	L6	COTTON		
	N6	NYLON		
ANKLET (one way stretch)		STOUT THREAD		
		FINE THREAD		
KNEECAP (one way stretch)		STOUT THREAD		
		FINE THREAD		
ANKLET (two way stretch)		STOUT THREAD		
		FINE THREAD		
KNEECAP (two way stretch)		STOUT THREAD		
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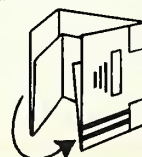
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CLOSE-UPS. In bright light the Swinger takes portraits from as close as 2 feet. That's because the high-speed film makes possible an extremely small aperture. A small aperture requires only a simple lens system. So Polaroid was able to put the money into quality. The lens is an unusually good one for a camera this price.



FLASH. It's easy with the Swinger's built-in flashgun. The photographer drops a bulb *into* the camera and he's all set. (The Swinger gets all the light it needs from the smallest and most economical flashbulb made.) The faceplate of the camera serves as the flash shield. And the range is impressive. The photographer can shoot close-ups or across a room and get beautiful flash pictures.



FUN. If this were the only reason to own the Swinger, it would be a great reason. Nothing in photography quite beats the enjoyment of seeing pictures just seconds after they were taken. It's the perfect camera for parties, holidays and all sorts of get-togethers. (Incidentally, the 5-second development system in the Swinger is similar to that in the most expensive Polaroid cameras.)



EASE OF OPERATION. Polaroid has made the Swinger the most spontaneous camera in the world: a lightweight camera that hangs easily from the wrist. Pictures are easy to take and easy to get, thanks to the superb features that have been built in. All at a price most people can afford. Now besides superb quality, ease of use, and a low price of £9.19.6—what else is there?



A new penicillin clinically effective against *Pseudomonas* *pyocyanea*

Beecham's have now added Pyopen to their range of injectable semi-synthetic penicillins. Not only is it effective against *Ps. pyocyanea* (*Ps. aeruginosa*), but it is also highly effective against *E. coli* and *Proteus* spp. including many strains of *Pr. vulgaris*, *Pr. morganii* and *Pr. rettgeri*, insensitive to other antibiotics. Pyopen, being a penicillin, is remarkably free from toxic effects and may safely be given in high dosages.^{1,2,3}

Pseudomonas pyocyanea infection is usually confined to patients with predisposing debilitating conditions, and infection caused by this organism usually originates in a hospital environment.

Pyopen will be freely available but it is anticipated that its greatest use will be in hospitals.

Pyopen is the disodium salt of α -carboxy-benzyl penicillin. It is packed in vials containing 1 gram. Basic N.H.S. cost of 1 vial is 17s. 6d.

REFERENCES

1. Nature, (1967), 215, 25.
2. Brit. med. J., (1967), ii, 75.
3. Lancet, (1967), i, 1289.

Further information on Pyopen may be obtained from the Company's Medical Department.

PYOPEN

Carbenicillin

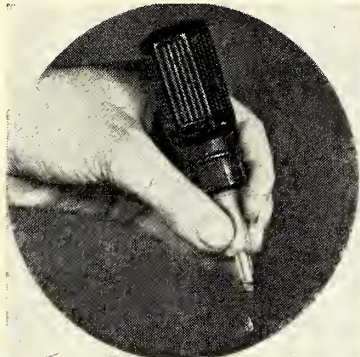


PYOPEN (Regd.) is a product of British research at
Beecham Research Laboratories · Brentford · England
originators of the new penicillins.

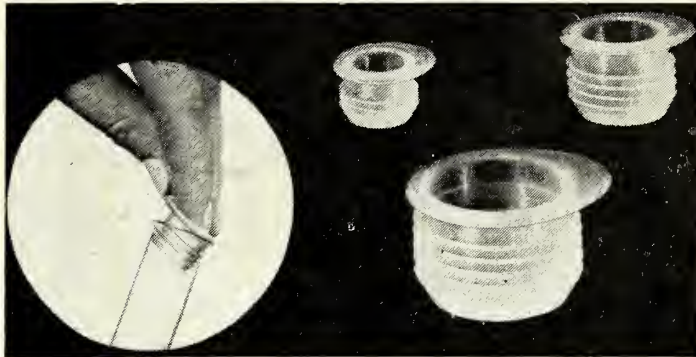


DEVELOPMENTS WITH SILICONE RUBBER

New eye-dropper teat overcomes some long-standing problems



At left, Suba Seal silicone rubber teat complete in bottle. Above right, the new range of silicone rubber tube closures.



WILLIAM Freeman & Co., Ltd., Barnsley, Yorks, have introduced the Suba Seal controlled eye dropper teat, which is manufactured from translucent silicone rubber and is claimed to meet many of the criticisms of conventional

eye droppers. Silicone rubber does not present the absorption problems of rubber and does not shed particles when washed repeatedly. Suba Seal teats enable the user to control the rate of drops readily, giving more accurate measurement, and the non-reactive silicone rubber reduces the possibility of drug-rubber reaction. They are sterilisable by all methods, are non-toxic, non-absorbent to water-based media and resistant to oil-based media. The teats operate at any viscosity and can be used continuously with a glass pipette, without replenishing, thus eliminating

waste and minimising airborne contamination. Bottles remain sealed until the end of the teat is cut off. Teat volume is 1.5 mls, and a closure is supplied for re-capping. Teats and bottle caps (British Standard Specification fitting) are supplied separately or complete with bottles. Another addition to the William Freeman range is a series of recessed tube closures in silicone rubber. A recessed head makes piercing with a hypodermic needle a relatively simple operation. The closures are translucent and will withstand sterilising temperatures up to 250°C. indefinitely.

PHOTOGRAPHIC NOTES

Choice of Flash System.—The Nordina instant-loading camera marketed by Photopia, Ltd., Hempstalls Lane, Newcastle, Staffs, offers both centre shoe contact and flash cube sockets so that the user has a choice of flash equipment. The camera has a range of three speeds, 1/30, 1/60, and 1/125-sec. plus B and 38-mm. lens with apertures from f/2.8 to f/22.

Copy Prints in Larger Sizes.—Agfa-Gevaert, Ltd., Great West Road, Brentford, Middlesex, announce that enprints of their Agfacolor CT film are now available in 5 x 5 in. and 5 x 7 in. sizes, and enlargements to 8 x 8 in. and 7 x 10 in. Prints are returned, mounted in a slip-in folder. Retail price is 10s. 6d. each for the 5 x 5 in. and 5 x 7 in. sizes, and 27s. 6d. each for the larger ones.

New Distributor.—The entire range of amateur, professional and graphic arts equipment manufactured by Durst, A.G., Bolzano, Italy, is from October 1, being marketed by Johnsons of Hendon, Ltd., Hendon Way, London, N.W.4. The London sales office and showroom of the Durst professional department is situated in Messrs. Johnsons, recently modernised showrooms at 94 High Holborn, London, W.C.1, where professional and graphic arts equipment is on view. Amateur sales are handled by head office.

Slides Centred Automatically.—Gnome Photographic Products, Ltd., Gnome Corner, Caerphilly Road, Cardiff, have developed two projectors with circular slide magazines, the 777

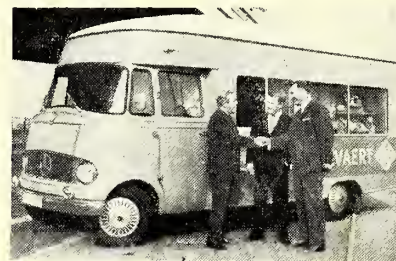
Rotauto Super Classic I.Q. automatic and the 776 Rotauto Super Classic I.Q. semi-automatic. Both are fitted with 85-mm. f 2.8 lens. Available at a slight extra charge is a 100-mm f 2.8 lens. The circular magazine holds 120 slides which are automatically centred to reduce the need for re-focusing; raised slide numbers are illuminated when the projector is in operation. Illumination is by tungsten halogen A1/126, 24-volt, 150-watt lamp. The 777 has completely remote controlled slide change and focusing; the 776 is semi-automatic.

Slide Box Range.—D. & J. Hall (Newcastle), Ltd., Newburn Bridge Road, Blaydon-on-Tyne, co. Durham, market a range of slide boxes for 2 x 2in. slides. They are available in a variety of finishes—polished wood, coloured leathercloth or Rexalon and hold 100, 180 or 360 slides. Lids are padded with foam rubber and a removable index card is supplied. Slide holders in some models are lift-out racks for easing transfer of slides to magazine projectors.

9.5-mm. Film Distributor.—Nine Five Film Services, Carvoza Road, Truro, Cornwall, announce that they have been appointed official distributors of 9.5-mm. Kodachrome films, manufactured by Kodak-Pathé, Paris, France. The following will be available in both daylight and artificial light types: 8.20 metre reloads, 15.25 metre spools, 30.50 metre spools and 14.10 metre Webco magazines. Each film sold will be accompanied by a pre-addressed label. Customers should use

this label to send their exposed films direct to: Kodak-Pathé, Avenue Victor Hugo (à Sevran), (S-et-O), Paris, France, for processing, and affix a green Customs label as advised.

Agency Clarification.—Gnome Photographic Products, Ltd., Gnome Corner, Caerphilly Road, Cardiff, emphasise that they are sole agents in the United Kingdom for Zeiss Ikon-Voigtlander cine and electronic flash products. Members of the public they point out often address correspondence regarding cine goods to Messrs Johnsons of Hendon, Ltd., Hendon Way, London, N.W.4 (who distribute Zeiss Ikon-Voigtlander still cameras, projectors, exposure meters and accessories) and write to Messrs. Gnome about still projectors.



ON A FIVE-WEEK TOUR: The Agfa-Gevaert travelling cine bus arrived recently from Germany for a five-week tour of the British Isles. Fitted with its own generator the bus is equipped to demonstrate all cine and still projectors made by Agfa-Gevaert. In the picture Mr. G. Squires (retail sales manager) is seen welcoming Herr Meys and Herr Spath.

PHOTOGRAPHIC WHOLESALE EXPANDS

Transfer to new premises completed

SEPTEMBER saw the transfer of the photographic wholesaling business of Jonathan Fallowfield (T.P.L.), Ltd., from Burgess Hill to new and larger premises at The Street, Poyning, Sussex. The company commenced business in November 1962 as Thiel Photographic, Ltd. Since then its turnover has increased six times, making the Burgess Hill premises much too

house and, with the addition of two newcomers, the company's directors are confident that, with the expanded facilities and helped by over forty agencies for manufacturers and importers, the company will be able to provide an even better service to photographic dealers and chemist dealers in the south of England than it has been doing up to present.



With double the capacity of the previous accommodation the new warehouse of Jonathan Fallowfield (T.P.L.), Ltd., Poyning, Sussex, has been designed for speedy handling of customers orders.

cramped for the volume of business carried on. The present title was acquired on January 1, 1965, when the company joined forces with Jonathan Fallowfield Ltd., St. John Street, London, E.C.1.

Shelf Area Trebled

The new premises are situated at the foot of the Sussex beauty spot the Devil's Dyke. They comprise a brick-built single-story L-shaped building of 3,750 sq. ft., 750 sq. ft. at the end of its long arm given over to offices, and staff facilities. In the warehouse part — the remaining 3,000 sq. ft. — the space available is double the amount available in the old premises. Shelf area is trebled by the use of new steel shelving units. Valuable equipment is stored in a windowless security room and the building is protected by the latest anti-burglar devices. At the end of the building opposite to the office area are separate bays for goods in and goods out, and the building is set well back from the road, giving ample parking space. An electricity generator in the grounds supplies power for lighting (fluorescent throughout) and for night storage heaters. Marley tiles have been chosen as floor covering for ease of cleaning. Office walls are wood-clad — rose-wood for the managing director (Mr. D. Balls), pine for the sales manager (Mr. J. Kenyon). Warehouse walls are faced with Midhurst white bricks, the exterior brickwork being of sand-faced Flettons.

From the new warehouse the company's vans make daily runs to all parts of Kent, Sussex, Surrey, Hampshire and to the Isle of Wight once per week. Goods to other parts of the United Kingdom are dispatched by post, rail or road carrier as may be convenient.

All members of the Burgess Hill staff have transferred to the new ware-

EXPANSION PROJECTS

A NEW factory within the Glaxo pharmaceutical group of companies has begun production in Chittagong, East Pakistan. Believed to be the largest of its kind in Pakistan, the factory houses facilities for the production of all categories of the company's preparations and occupies a 20-acre site at the Fouzdarhat area.



DOUBLING PRODUCTION: Mr. J. B. Ross (Northumberland county planning officer) unveils a plaque on October 10 to mark the site of an extension to the Wilkinson Sword, Ltd., razor blade factory at Cramlington, Newcastle upon Tyne.

Correspondence

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed.

Telephone to Reserve a Place

SIR,—May I remind readers that three evening meetings on drugs acting on the heart and circulatory system have been organised by Hounslow Branch of the Pharmaceutical Society. These meetings are being held at the premises of Parke, Davis & Co., Staines Road, Hounslow at 7.45 for 8 p.m. on Tuesday, November 7, Thursday, December 14, and Thursday, January 11, 1968. Over a hundred doctors, pharmacists and students have written to the Branch to reserve places. May I appeal to readers who wish to attend any of these meetings, and who have not already contacted me, to please telephone 01-560 2875 any evening in order to ensure that adequate arrangements may be made for their reception and seating.

R. MURRAY HOWITT,
Branch Secretary,
235 Ellerdine Road,
Hounslow

Sainsbury Committee Report

SIR,—Congratulations on your masterly editorial of October 7 dealing with the Sainsbury report. It is indeed reassuring that we have an independent pharmacy journal that is capable of fearless and penetrating comment.

A. R. WILLIAMS
London, W.C.1

SIR,—The Sainsbury Committee report confirms the qualitative part of our [Dr. M. A. Phillips and Associates] evidence to that Committee. Our evidence goes further than the Sainsbury Committee inasmuch as we would like to see brand

names for drugs abolished altogether. Sainsbury wants the life of medical patents shortened from the current 16 years; if we sometimes feel that medical patents could be abolished, the industry and its attitude towards profits has only itself to blame. The wider spread use of compulsory licences or of licences of rights or the use of medical patents by the State in cases where gross profiteering is strongly indicated would go far to remedy this state of affairs without interference with existing patents legislation. Our evidence also gave a chemical engineering breakdown of actual costs of production of a number of typical drugs; frankly, we cannot accept the figures of profit and loss given in Annex B. Sainsbury report, showing a profit margin of between 5.9 and 22.5 per cent. without more detailed breakdown. Our own findings indicate that the ratio of selling price to cost of production over the area covered lies between two-three times from non-patented drugs and between 8.5-32 times for patented drugs, with a strong emphasis on higher profit margins for certain foreign manufacturers. Hence I cannot but accept the Sainsbury report as a real progressive step, and hope that its recommendations are not watered down in subsequent negotiations between the Ministry of Health and the industry. We offer a copy of our evidence gratis to any bona fide interested party.

M. A. PHILLIPS,
12 Ashburnham Gardens,
Upminster, Essex



C&D CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

ESTABLISHED 1859

Published weekly at

28 Essex Street, Strand, London, W.C.2

TELEPHONE: 01-353 6565

An Appeal to Jupiter?

THE proposals of the exploratory committee set up in May by a meeting of Irish pharmacists to consider the possibility of merging all Irish pharmaceutical organisations, with the exception of the Pharmaceutical Society of Ireland, into one body (see *C. & D.*, October 14, p. 352) have much, at first sight, to commend them. A single organisation speaking for all pharmacists should carry considerably more weight than the half dozen or so associations that exist at present. Assuming that administrative problems could be disposed of satisfactorily, and they should not prove insuperable, such a body should prove extremely effective.

At the seminar held to discuss the proposals during the Irish Pharmaceutical Congress the question was raised whether the Irish Drug Association would willingly allow itself to be "demoted." That appeared to be answered satisfactorily and, although no mention is made in reports that have reached *THE CHEMIST AND DRUGGIST*, the committee presumably approached other interested bodies for their views and were received favourably. No one appears to have been present at the seminar, however, to speak for hospital and public pharmacists, pharmaceutical industry, medical representatives, college staff or "graduate students." A substantial proportion of those who would be affected by the new body thus appear to have been unrepresented and although they will have a chance to express their view in the ballot that is to take place on whether a new organisation should be formed it would have been a happier augury had they been prepared not only to attend the seminar but to get up and speak.

But those were not the only absent voices. Where were the proprietor and employee pharmacists? The voices raised at the seminar consisted almost entirely of those who spoke at the meeting in Dublin on March 23, 1964, at which it was decided to form the Irish Pharmaceutical Association. They are names that appear recurrently in the columns of *THE CHEMIST AND DRUGGIST*. Until a much greater number of Irish pharmacists realise that organisations exist not only to put on an annual dinner and collect a subscription but also to work *for* and *with* them there is little likelihood that proposal (5) "The decisions of the executive to be final and to be honoured by all members." will be worth more than the paper it is printed on.

Those of the seventy delegates who attended the meeting in May this year but who took no part in the discussion might (with others) care to reflect upon Aesop's fable of the frogs who appealed to Jupiter

to give them a king. He complied, several times in fact, as each time the frogs remained dissatisfied. Finally they were sent a heron, which promptly began devouring them. All Irish pharmacists should ponder carefully, before they cast their vote, whether a new organisation is likely of itself to improve their lot. Active individual co-operation and interest is an essential prerequisite.

Stiff Bargaining in Prospect

A READING of the evidence given before the Committee of Public Accounts in March, which has just been published (see p. 374), can leave no doubt in anyone's mind that the Central N.H.S. (Chemist Contractors) Committee will have to fight hard to retain the already curtailed level of remuneration contractors receive from their National Health Service labours. The Public Accounts Committee's chairman (Mr. Boyd-Carpenter) in particular, and the Committee members in general, sought hard to obtain an admission from Sir Arnold France (Permanent Secretary, Ministry of Health) that the fivepence-halfpenny average profit per prescription was too high. To Sir Arnold's credit he at first said there would be arguments on the other side and "we shall have to see what weight to give to the various factors." When asked if he intended opening the question without holding any firm view he replied "I have no doubt as a negotiating matter we should want to start by saying 'This is too high, we think it ought to come down'." After more questions in the same vein from the chairman, Sir Arnold said that, if the fivepence-halfpenny figure were still standing next year, he hoped to have good reasons to explain why.

While acknowledging the need at all times to safeguard the taxpayer's money, we would ask whether such horse-trading, which seems more reminiscent of an Eastern bazaar than to agreeing a professional fee, is a proper approach.

Other points that emerge from the evidence are that there were too many "small" pharmacies (that is in volume of N.H.S. business) and that the Ministry would like to get rid of them because, it is argued, they send up the average cost. The Contractors' Committee will again require to have ready the facts and figures, and to marshal them with tact and diplomacy. There is, of course, an overwhelming case for an increase in the "notional salary," and it would appear that the general costs of running a pharmacy have increased. While the chagrin expressed by contractors at their last cut in oncost was understandable, the contractors' negotiating body has had experience in dealing with the Ministry, and in the forthcoming negotiations should command the full support of contractors. The present seems a strangely inopportune time for division of effort.

NEW FILMS

First in Stainless Steel

Firth-Vickers Stainless Steels, Ltd., Staybrite Works, Sheffield, 9. 16mm. Sound. Colour. Running time 22 minutes.

OPENING with shots of their wide variety of products made of stainless steel, the film goes on to show the varied conditions of service required for those diverse applications. The film includes a tour of the departments where steel plate, bars, sheet, strip and castings are made as well as the departments for quality control, inspection and testing.

Pharmaceutical Society of Ireland

ANNUAL MEETING DEBATES SOCIETY'S FUNCTIONS

DIFFICULTIES experienced in implementing the Medical Preparations (Control of Sale) Regulations, 1966, were referred to by the president of the Pharmaceutical Society of Ireland (MR. M. L. CASHMAN), addressing the annual meeting of the Society in Dublin, on October 9. He said that, following a number of complaints from doctors and members of the public, the Council had instructed its inspector to investigate the manner in which forensic regulations were being observed in public health dispensaries. Dublin Health Authority had objected to the interference of the inspector and it would appear that they were supported by the Department of Health. "Your Council feels very strongly on this subject for various reasons and they also feel that any legislation introduced for the protection of the public should be applicable to both rich and poor."

The president also told how the Council was awaiting legal opinion on whether the constitutional rights of pharmacists were being infringed by the manner in which the various Health Acts were being implemented by the State. Before the introduction of the Control of Sale Regulations, which had been brought in without consultation with the Society, the Council had submitted a memorandum to the Minister for Health expressing reservations on certain subjects, the most important being (a) total restriction on the sale of topical preparations of antibiotics; (b) total exemption for certain preparations being sold for veterinary, horticultural and agricultural use; and (c) the introduction of a new type of inspector. A further memorandum had been sent to the Minister in July on the issue of uncontrolled sales of antibiotics for veterinary use.

Referring to the report of the Commission on Higher Education, he said it would mean that the Society would no longer participate in providing courses for a degree in pharmacy, but the Council would retain its legal obligations concerning the registration of graduates. It would be for the Society to consider whether it should continue to provide educational courses or should recognise courses in other institutions for the training of pharmaceutical assistants.

Although a considerable amount of work still remained to be done in implementing the principles in the report, the Council might come to be relieved of the financial and administrative burdens of education, while still having a voice on certain aspects of the educational curriculum and in the provision of a sufficient number of pharmacists.

Deploing the lack of support by provincial pharmacists for Farm Hygiene Week, he expressed the hope that the Council and representatives of the veterinary profession would co-operate in the near future in an effort to correct the rather dangerous developments in the indiscriminate distribution of drugs for animal treatment under the Control of Sales Regulations.

Thanking the various Associations that had contributed to the Benevolent Fund, the president suggested that individual pharmacists might make a fixed annual donation to the Fund.

"Hardship" Cases and Medicines Supply

Having referred to the Council's concern about the many inroads by health authorities into the livelihood of pharmacists, he said that statistics had been produced by the Department of Health early this year which seemed to indicate that the numbers of "hardship" cases had not increased unduly. However, the Council was still convinced that more people than necessary were receiving their medicines from sources other than community pharmacies.

In a memorandum forwarded to the Minister the Council had attempted to show that, unless pharmacy were put on a sound basis soon, an adequate service would not be avail-

able in the future. Legislation designed to safeguard the public would be "mere pieces of paper" because there would not be the trained manpower to implement it.

Stating that he was not quite happy with the liaison between the Council and other groups representing pharmacy he said the Council would always be willing to have an exchange of views with such groups.

The president welcomed Mr. Jack O'Farrell, the newly elected member of Council, who, he said, represented the younger generation of pharmacists, and congratulated Mr. M. Costello on the twenty-fifth anniversary of his election to the Council.

Proposing the adoption of the president's report, MR. J. E. BURRELL, Dublin, deplored the poor support pharmacists gave collectively to advancing their interests. Declaring that the attendance could have been "much better," he warned that pharmacists should wake up to the fact that they must act collectively.

A Fundamental Principle

Replying to Mr. Burrell, THE PRESIDENT said that a fundamental principle in all negotiations between the joint negotiating committee and the Department of Health on the proposed new health services was that every pharmacist should be able to participate in the scheme. There was no such thing as "regional arrangement" and, with the loyal co-operation of all pharmacists, proposals on those lines only would be accepted.

MR. J. J. FORRISTAL, Clonakilty, doubted if the lower income group represented only 30 per cent. of the population as claimed by the Department. His own limited knowledge indicated there were a considerable number of people holding cards who should not have them. The majority of pharmacists, he felt, did not appreciate the value of the work being done by the Benevolent Fund. Its operations should be more widely publicised. He saw no reason why the Society should not be subsidised for its educational responsibilities as the Universities had been. In fact the Society was entitled to even greater consideration because it had borne the brunt of educating its students for seventy years. A retrospective payment to cover that period would enable the necessary accommodation and equipment to be provided at the College.

Although the Irish Pharmaceutical Association could play a useful complementary rôle until the Society had a code of ethics, a disciplinary committee and a system of enforcing some form of restriction on members who stepped out of line, he thought none of the many organisations would achieve the desired results.

Paying tribute to the achievement of the Donegal Association, which had successfully contested the opening of a temporary dispensing depot in Letterkenny (see *C. & D.*, May 6, p. 414 and June 3, p. 524) he said it was a pity its efforts were not fully appreciated by other area organisations. Perhaps a circular, setting out its achievements, could be issued.

MR. CASHMAN, replying, said that, while it might be difficult to implement a code of ethics because of legal aspects not applying solely to pharmacists, it was essential that they should have a properly formulated code. He explained that Latin was no longer obligatory in the curriculum because some girls' schools had failed to develop the subject to any degree. It was hoped that the recommendations of *Comhairlie na Nimeanna* would be introduced in the not too distant future.

He considered that it would be better to defer lobbying public representatives until there was something specific to justify such a course. The Society hoped eventually to be free of any financial obligation in regard to education and

he hoped that the "backlog" would not be forgotten in assessing what the Society had done. The Benevolent Fund Committee intended to travel the country to try to whip up enthusiasm as the need was great.

The president agreed that, when the final figures for people obtaining pharmaceutical services from sources other than community pharmacies were available, they would show a much higher proportion than 30 per cent.

MR. G. W. IRWIN said that the fundamental reason why the Society did not get the full co-operation of all its members was because the rank-and-file of pharmacists felt that it existed in an atmosphere completely removed from their day-to-day activities. Other professional organisations, he said, had a central body to look after the financial as well as the academic and professional interests of their members, but to the Society profit and means of livelihood appeared to be in the nature of "dirty words." The Society, he submitted, was failing to discharge the dual function imposed on it to the members who composed it, and who paid for it, and to the public.

Mr. Irwin said that the Irish Drug Association also seemed to take no responsibility in this connection. The doctors' and dentists' organisations accepted the dual function. THE PRESIDENT said that the Council was not a detached body. It consisted of twenty-one members elected by the general body and the fact that they gave of their time at Shrewsbury Road did not make them any more detached. It was not correct to say that they had not acted in the financial interests of members. They had in fact co-operated with the I.D.A. When it came to the fundamental issues of pharmacy and to negotiating on principles influencing their potential to earn a living the Council had never shirked their responsibility. He recognised the anomalies in the Control of Sales Regulations. The Council had made representations regarding them and he hoped their recommendations would be adopted when the temporary control regulations were replaced by a permanent code. The Society would continue to fight for the dispensing of all prescriptions and the supply of all medicines by its members.

MR. T. R. MILLER congratulated the president on his report and MR. IRWIN on his contribution. It was essential he said that they got a proper return for their labours and that they should have somebody to look after their interests. He believed another organisation was needed to look after their financial interest.

"Still Some Confusion"

MR. R. C. O'HIGGINS said that, in spite of the president's address, there still seemed to be confusion as to the specific functions of the various organisations in pharmacy. Up to about five years ago anyone asking a question at the annual meeting was told that the Society was a professional body looking after the public interest. Should the Society be looking after the public interest, or the interest of its members? That point should be made crystal-clear. If the Society looked after all the pharmacists' interests there would be no need for any other organisation. When asked at a seminar earlier in the year if it could look after both the educational and financial interests of pharmacists, the answer was "No, we cannot do that. We can only act by regulation." If that were so it would appear that certain functions taken on by the Society had been outside its proper mandate.

THE PRESIDENT emphasised that as a statutory body they had a responsibility towards the public. They were also a Society of members and if and when their interests were affected it was their duty to step in. In any field in which he as president could help the interests of pharmacists he would make no apology for so doing. Regarding delay in negotiations, he said the system they were endeavouring to have set aside had been in existence for a long time. The dispensary system was well entrenched. They had only been two years in active negotiation—not long considering

the background. Consolation was to be found in the knowledge that enabling legislation was to be introduced in the Dail before the end of the year in regard to the Health Services. That legislation would put pharmacists in a position similar to that of their colleagues in England in 1946 who were now in a reasonably strong position. He would prefer the sacrifice of some months before the introduction of legislation so that the final product would be satisfactory.

MR. JOHN BURKE said that while the picture might not be bright he thanked the president and Council for the work done during the year. He also drew attention to the fact that the Control of Sale Regulations did not appear to apply to activities directly under the patronage of the Department of Health.

THE PRESIDENT told how the Revenue Commissioners had rejected the principle that pharmacists should be exempted from turnover tax on their professional services. The previous week the attention of officials of the Department of Health had been drawn to the "rather farcical" position that, if the pharmacists were paid their professional fees by the Department, the Department would have to add 2½ per cent. to enable the pharmacists to hand the tax to the Revenue Commissioners. That had been duly noted by the Department officials.

Minister Used Emergency Powers

MR. D. J. KENNELLY made the point that the Control of Sales Regulations had been introduced by the Minister of Health under powers given to him by the Health Act. Those had nothing whatever to do with *Comhairle na Nim-heanna's* recommendations, which were concerned with poisons. The Minister was using that emergency power to maintain some control over drugs until the *Comhairle's* recommendations were implemented. The important point was that the *Comhairle's* recommendations did not relate to the classification of drugs but to the Poisons Rules. It was the first time that such poisons rules were to be introduced and it was understandable that the Government should take a long look at them to see that everything was taken into account. That was the reason why no action had yet been taken after three years.

MR. J. MCCORMICK wondered whether the Society could clarify the position for the public over the new Regulations as many people felt there was something sinister going on. THE PRESIDENT undertook to bring the matter to the attention of Council. MR. M. BROPHY pointed out that all professional bodies had separate organisations for looking after the financial interests of members. The Society was purely a statutory body and any other activities would be extraneous to its established function.

MR. D. F. O'HARE seconded the adoption of the president's report, which was unanimously adopted.

The report of the treasurer (Mr. R. J. Power) disclosed a deficit on the year's activities of £21,038. Dealing with the Benevolent Fund report he thanked the following for contributions during the year—the Benevolent Fund Dance Committee (£570); Limerick Chemists' Dance Committee (£325); Cork City and County Dance Committee (£240 9s. 8d.); West of Ireland Chemists' Dance Committee (£144 11s. 9d.); South Tipperary Pharmacists' Association and Kerry Chemists' Association (£50 each). He joined with the president in urging all members to subscribe generously to the fund and to co-operate in the national drive to augment its finances.

ECHOES OF THE PAST BUZZING IN THE HEAD

From "PRIMITIVE PHYSICK: or, an Easy and Natural METHOD of Curing Most DISEASES" by JOHN WESLEY. London, 1772.

PEEL a Clove of *Garlick*; dip it in *Honey*, and put it into your Ear at Night with a little black Wool. Lie with that Ear uppermost. Put the same in the other Ear next Night. Do this, if need be, eight or ten Days.

N.P.U. Area Meeting at Harrogate

SUPPORT FOR CONTRACTORS' COMMITTEE

MORE than 160 pharmacists attended an area meeting of the National Pharmaceutical Union held at Harrogate on October 15, to discuss an agenda that included items concerning the N.P.U. marketing policy, the National Health Service and other N.P.U. matters. Mr. HAROLD MOSS (chairman of the Union) adopted for his opening address the title "We All Have a Living to Earn." He said it was necessary to look at both professional and business aspects simultaneously, and it was with that object in mind that the Union had set up its general practice advisory committee about twelve months previously to study current and possible future trends. The committee had been endeavouring to establish a "working blueprint" of the lines along which general practice pharmacy might best develop "without detriment to our living or to our profession." The committee had attempted to meet the varying situations existing in "city, urban, town and rural" pharmacies, and its findings and recommendations would be published shortly. The document [see p. 375] dealt only in general principles, and members would be asked to submit comments and criticisms direct to Mallinson House and to branches.

Two Issues

The two crucial issues facing pharmacy today were medicines legislation and resale price maintenance. The proposed legislation covered all sections of the pharmaceutical industry, and the Pharmaceutical Society would, he believed be consulting and discussing with each section those matters that directly concerned it. So far as general practice was concerned, provisional arrangements had already been made for discussions between the Society and the National Pharmaceutical Union. Mr. Moss said "It is essential when the time comes to make known to the Government our views on the White Paper, and that we should do so as a united body with the approach one would expect from a profession whose motivating spirit is one of service to the community."

The resale price maintenance issue would be difficult and costly to contend. The industry had indicated its support, and was prepared to bear its share of the costs, which would, by the time the case was finished, exceed £50,000. Pharmacists in general practice must not fail to bear their share, and he warned all members that it was highly likely that "each and every one of you will be asked to make some contribution. I hope you will all remember that it will be now or never, for once the case is lost the situation will never be restored." Apart from hard cash it would be necessary to obtain a great deal of specific information, and for that purpose a statistical sample of pharmacists would be asked to provide certain detailed information concerning their businesses. It would be handled in

the same confidential manner as with the National Health Service investigation. Mr. Moss said "I will give you the same warning in this respect also — fail at your peril."

Asserting that the N.P.U. commanded far more respect today than ever before and that its prestige stood higher, Mr. Moss declared "We are going to keep it that way."

The next theme on the agenda was "The N.P.U. Means Business" by Mr. W. TALVAN REES (chairman of the N.P.U. Marketing Policy Committee) who said that the first task of a trade association must be to help members develop and expand the retail side of traditional chemist businesses without detriment to their professional activities. No other trade association was tackling its problems so positively and aggressively.

"... We intend to continue our efforts until every one of the 11,500 members comes to realise the influence that such a co-operative effort can have on the marketing of products in the pharmaceutical field."

Dealing with pharmacy modernisation, Mr. Rees said that bright, attractive premises were essential if a business was to continue to prosper and secure increased turnover to meet the ever increasing costs of labour and overheads.

A Caution

There were now about 100 items in the N.P.U. range, some now well established and one or two that were new, such as the flat-pack Nu-soft toilet tissue and *de-luxe* rubber gloves. Mr. Rees cautioned that firms with products competitive with the N.P.U. range were trying to collect data on the sales pattern of N.P.U. products. "I hope that no N.P.U. member will be misguided enough to supply any information that could be used to the detriment of the N.P.U. products scheme and thereby to the detriment of members."

There were also manufacturers who would do all they could by way of "special offers" and "free gifts" to recover the ground they had lost to successful N.P.U. products. "I appeal to you not to sacrifice the long term benefit for short term gains."

Members would be likely to see in the future an effort to make the best use of the limited capital available by way of the promotion of specific campaigns designed to sell particular N.P.U. products. The first stage would appear to be a programme of joint displays of N.P.U. products coupled with limited Press advertising.

During the discussion Mr. A. G. REED, Leeds, proposed that an annual rebate should be given on the purchases of N.P.U. products rather than quantity discounts. Replying, Mr. TALVAN REES said that he did not think the Marketing Policy Committee had deviated from its concern about the smallest buyers, but a number of mem-

bers had branches and it had been ascertained they were not buying N.P.U. products because they could obtain larger discounts from other manufacturers. Later Mr. Rees said that an annual rebate scheme involved costly clerical work and he thought that members had indicated preference for a discount on their invoices. Mr. Reed's proposal was put before the meeting and was overwhelmingly rejected.

National Health Services

MR. G. T. M. DAVID (chairman, Central N.H.S. (Chemist Contractors) Committee) said that, since the announcement of the reduction of on-cost, he had read correspondence in the pharmaceutical Press from which it was obvious the writers did not know the reason behind the adjustment. Prior to 1962 the remuneration was based on a large inquiry that had been somewhat inaccurate, giving rise to long discussions with the Ministry. It was important to realise that the Ministry never liked retrospective payments. In 1964 it was agreed that there should be an annual review but of course, when the emphasis changed to dispensing fees, chemists lost some of their oncost, which was in fact a hedge against inflation. However, the annual review led to normal adjustments, avoiding the difficulty of retrospective payments. It had not been realised by the critics that the profit margin had not been affected by the adjustments. Mr. David emphasised the benefit to chemists of the annual review. It was unfortunate that the Ministry appeared to have benefited on this occasion, but he felt it was essential to "stick to the contract." The 1966 figures, which should be available by the end of the year would allow new negotiations. The Contractors' Committee hoped to negotiate on a notional salary, but he believed the Ministry would want to negotiate on the profit margin. At the end of the negotiations they would return to the Conference for approval of any agreement.

As a "postscript," Mr. Moss emphasised from his own experience that retrospective payments were a "dirty word" in the Ministry. It was also his opinion that, in obtaining the annual review, the negotiating committee had made a tremendous step forward.

MR. C. R. THEWLIS, Middlesbrough proposed the following motion:—

THAT it is the opinion of this meeting that an expression of no confidence in the Central N.H.S. (Chemist Contractors) Committee be recorded, and it is proposed that the Committee's constitution be amended to provide for proportional private contractors' representation on the Committee on a territorial basis, using the existing machinery provided by Local Pharmaceutical Committees.

Mr. Thewlis pointed out that, several years ago, members in the North-east elected Mr. John Reed, with a request that he should be

allowed on to the Contractors Committee. That had not been done. The area had no representative on the Contractors' Committee and no direct voice in electing members. That must be changed. The Committee must be answerable to the contractors and must submit to re-election. There should be some territorial basis for the election and he proposed sixteen areas. The election could be arranged through the Pharmaceutical Committees. The resolution was seconded by MR. H. HART, Middlesbrough.

Problem of Communication

MR. R. T. HUTCHINSON, Keighley and Craven, said he could not wholeheartedly support the proposals, believing that the main fault was one of communication between members.

MR. R. J. KNIBB, Durham, suggested that the motion might be split in two parts, and the meeting might then perhaps accept the second part, omitting the "no confidence" section. MR. HERDMAN, Sunderland, though he could not agree with the first part of the resolution, felt that contractors should have some say in the membership of the Committee. He also made the point that costs incurred by the Contractors' Committee had been met by the National Pharmaceutical Union. If the Committee had been a separate organisation, then the deficiency would have been met as a prescription levy. He moved an amendment that in effect was the second part of the resolution.

MR. DAVID, replying from the platform, pointed out that only a small sub-committee of the Central N.H.S. Committee negotiated with the Ministry. Its members then reported back to the Committee, whose members in turn reported to the various bodies that they represented. Knowledge and experience were needed that were not gained easily. A lot of the work was difficult and complex, and he asked members to think twice before they did away with the "buffer" that lay between the Committee and the contractors. The Ministry of Health representatives were career men who were experts in their field. To "kick your members off the committee" would be a retrograde step. The amendment and the motion were lost.

The next motion was withdrawn in view of the overwhelming defeat of the earlier resolution. It suggested that the contractors' committee should be elected by general franchise and that any N.P.U. member should be eligible for election.

The next resolution demanded that any alteration in financial terms of service should be subject to three months' notice. It was moved by MR. W. SCATCHARD, Keighley, and carried without discussion. Also carried unanimously was a resolution that the notional salary should be negotiated at the level of £3,200 per annum.

MR. B. M. C. TAYLOR, Keighley moved the next resolution:—

THAT Boots, Ltd., be approached by the N.P.U. to give unequivocal expression of solidarity with the Central N.H.S. (Chemist Contractors) Committee with regard to changes in N.H.S. remuneration.

He referred to an occasion on which it had been proposed that contractors should withdraw their services. If a similar occasion arose in the future, he felt that contractors would like to see complete harmony "in all sections" and he hoped by the resolution to dispel any doubts which the private chemist might have. MR. R. KNOWLES, Keighley and Craven, seconded. When MR. DAVID said that he was not clear what was intended, MR. KNOWLES explained that they were trying to ensure that "history would not repeat itself." After further discussion the resolution was put to the vote and was lost.

Although he was not one of the rural pharmacists, MR. MAXWELL GORDON moved the resolution:—

THAT this meeting asks the N.P.U. Executive Committee and Central N.H.S. (Chemist Contractors) Committee to liaise with the Council of the Pharmaceutical Society in an endeavour to speed the agreed decision on doctors' dispensing in rural areas.

He knew the Minister had said he saw no reason to alter his decision in that context — "but I have known Ministers before bow to the pressure of stronger forces, and I have seen changes in Ministry with changes in opinion." It was not his place to discuss how rural doctors dispensed, but to urge the implementation of the amendment in Regulation 29 of the N.H.S. services. Since the initial discussion with the Minister the number of dispensing doctors had increased and would continue to do so, creating added difficulties.

It was apparent the B.M.A. openly advocated an extension of doctors' dispensing advising that the more it was practised, the higher the retirement pension. That advice ran concurrently with the evident propaganda by those same doctors endeavouring to persuade the public that they should be allowed retention of choice. Mr. Gordon turned to the members on the platform and said "I appreciate the difficulties under which you may be labouring, but I still feel you are not being sufficiently insistent nor forceful in your requests. I suggest that these be changed to demands. It might bring results. It cannot make matters worse."

Seconding the proposal, MR. M. JACKSON, Leeds, gave a history of the events since the matter had first been raised. It was just twelve months since pharmacists' views had been expressed to the Minister but there had been procrastination by the British Medical Association, and he asked whether or not the Contractors' Committee could request a time limit. Replying, MR. DAVID said that the Minister had stated that the delays would not benefit the doctors. The Executive accepted the resolution and it was a matter in which they went "in concert with the Pharmaceutical Society."

A Form Needing Amendment

MR. R. C. TIMSON, Kirtton, Lincs, referred to the N.H.S. form EC1, in the bottom left-hand corner of which there was a note: "If supplying drugs enter D here." The form was completed by the doctor. The patient did not know that his was

the choice. The EC1 was sent to an Executive Council, when an EC4 was returned to the patient, and from that time on nobody had access to the records. The pharmacist could not inquire when, where, or under what circumstances the doctors' lists were compiled. He felt that the arbiter of the pharmacist's professional livelihood was in fact the other financially interested party — the doctor. There should be some adjudication by a financially disinterested party. The negotiators should press for the withdrawal and amendment of form EC1.

Defining "Rural"

There was no definition of the word "rural," and he urged pharmacists to agree upon a definition that was related to pharmaceutical services. His own suggested definition was "an area at a distance greater than three miles from a pharmacy giving a full service" (applause). MR. MOSS assured Mr. Timson that all his points would be given serious consideration by the Committee. He then called upon MR. MAXWELL GORDON to move the next resolution.

THAT this meeting asks for reconstruction of the Central N.H.S. (Chemist Contractors) Committee to allow two members nominated by the Pharmaceutical Society's Council to replace two nominated by the N.P.U. Executive Committee.

Mr. Gordon said "It has always seemed a strange arrangement, to those who think as I do. That our professional body, the one organisation to which we all claim membership, the Pharmaceutical Society, has no official representation on this Committee."

What was the most important capital invested in the Pharmaceutical Service of the motion? "It is not our money, it is not our goods, but it is our professional qualification. Regardless of the branch of pharmacy in which such qualification is used, despite the status of the individual concerned, proprietor, manager, assistant or hospital — all must be affected by any terms negotiated for pharmaceutical service, and any acceptance of professional practice. Where, then, the belief that only those with a financial interest in a business should negotiate these terms? How completely wrong this concept!"

He quoted an extract from a statement published by the Society's Council in 1962 — "The Council considers that the National Health Service is a sphere in which it is particularly important that the Society should be in a position to make its influence felt to a greater extent than hitherto" — this appeared to him to be sound common sense.

Seconding the resolution, MR. L. CALVERT, Leeds, said the proposed medicines legislation made it important to forget the past and look ahead. It must be to contractors' advantage for the Society to be part of the Central N.H.S. Committee. When a member from Sheffield asked if the Society would be allowed to negotiate in that way, Mr. David said he doubted if the "Jenkin case" would apply, but he felt that the Contractors' Committee was concerned solely with remuneration

and terms of service. The Society, on the other hand, dealt with professional matters. It was much better that the Society should be able to go to the Ministry as a professional body and not be connected in any way with the "hurly-burly" of negotiations. He urged the members not to accept the motion. MR. GORDON said he had heard that reply both in private and public before. Mr. David had said that only two or three members of the Committee went to the Ministry to discuss remuneration, yet he knew that a large number of matters of professional practice arose and it was on those points that the professional body should have its say. He believed, and those in Leeds believed, that the right people to deal with the professional practice were the professional body. On a show of hands the resolution was declared lost.

A "Private" Platform

The first resolution under the heading "N.P.U. matters" was:—

THAT this meeting asks the N.P.U. Executive Committee to make provision for a members' page for correspondence in the *N.P.U. Supplement* or other publication.

It was moved by MR. A. BEAVERS, Leeds, who felt that there was a need for a private platform in which members could discuss their problems without having to discuss them in the pharmaceutical Press. N.P.U. matters were "big business" and there was a need to discuss some items collectively but privately. MR. REED, Leeds, seconding the motion, stressed that privacy was "very relevant." MR. J. WRIGHT (secretary, N.P.U.) felt he must sound a warning. He did not attach the label "private" to the *N.P.U. Supplement*. Within one day of issue copies were on the Ministry's and manufacturers' desks. A member for Sheffield "rather liked the idea" and asked if there was any other way in which they could get to know the opinions of other members. MR. MOSS

said the members felt disposed to pass the resolution, he would promise them the Executive would give some thought to what was intended, to see if anything could be done.

The resolution was passed by an overwhelming majority.

MR. MAXWELL GORDON moved the next resolution:—

THAT the N.P.U. be urged to refuse continuance of membership to members whose action damages the image of the profession and deliberately affects the well-being of their colleagues.

Recent events in his city had, he said, caused almost all the vocal and even other members in general practice to demand an appeal to the parent body for action. He listed some items that seemed to justify the Executive's accepting the resolution:— 1. Supply, by pharmacists of cosmetics, toiletries, baby foods and certain medicines for sale in non-pharmaceutical cut-price stores of their fellows. 2. Supply by pharmacists of agency goods, obtained by agreement for sale in their own pharmacies, to cut-price stores. 3. Insertion in public advertisements of such statements as — "Only x offers choice and advice," thus claiming a non-existent superiority. 4. Retail branches supplying restricted-to-pharmacy foods to a wholesale depot for resupply to non-pharmaceutical outlets.

Not to be Ignored

True, in particular cases, distaste could be shown by admonition or ostracism; the agencies could, by urging, be made to look after their own; "but behaviour of this sort, if ignored, can spread like a plague and disease through our whole Society."

"It must be made apparent to those who bring discredit on our profession, that such cannot be permitted."

MR. CALVERT said that the reason for the resolution was clear to all. Pharmacists were professional people even though they had to indulge in trading.

MR. MOSS said it could be sensed that the resolution could pose problems. His feeling was that the Executive should accept the motion for consideration, even though the implementation might cause difficulties. It was carried unanimously.

MR. MOSS then mentioned that during the tea interval he had been reminded that he had invited no discussion on his opening address, and he therefore asked if any member wished to comment. One pointed out that, if the medicines legislation came on to the Statute book, and if members were to get the monopoly in the sales of medicines, they should be prepared to show that medicines were different merchandise by removing cosmetics from pharmacies. (laughter).

Need for Guidance

Another believed it was essential to have some concerted action as soon as possible as well as guidance from the Executive so that chemists could enlist the support of every profession. They must expect to devote considerable energy to it. MR. WINDER, Burley, wished to raise the question of "going metric" and the 5-mil dose. He declared that "the kids went shopping for grandmother and the only kind of mill that she knew of was the one that had closed down." It was essential to have one basic measure and therefore he suggested the authorities should "scrub the tea-, table- and desert-spoons" and introduce a one-measure spoon." Dosage could then be given as one, two or three measure spoons. It would be a clear and precise and knowledgeable dose that the public would understand. MR. MOSS thanked him and said the Executive had noted the point. The meeting ended with a vote of thanks to Mr. Rutter for the way he had organised the meeting and MR. GORDON, proposed a vote of thanks to Mr. Moss for the manner in which he had chaired the meeting.

Family Expenditure in 1966

LESS SPENT ON MEDICINES, MORE ON TOILETRIES

AVERAGE weekly household expenditure on medicine and surgical goods fell from 2.10s. in 1965 to 2.07s. in 1966, according to the Ministry of Labour's "Family Expenditure Survey report for 1966" (H.M. Stationery Office, price £1 2s. 6d.). By contrast, expenditure on toilet requisites and cosmetics increased from 4.26s. to 4.47s. a week on average.

The survey is based on records of income and expenditure provided by 3,274 households and the findings are

presented in tables showing the average amount spent in a week by each household on commodities and services, classified according to household income, income and composition of household and, for the first time for a number of years, to the occupation of the head of the household. Weekly expenditure averaged over all households, was £22 5s.—£1 (5 per cent.) above the comparable figure for 1965. Average weekly household income from all sources was £27 5s. (nearly 11

per cent. above the 1965 figure, though other figures indicate an income rise in the region of 5 per cent.).

Some statistical information drawn from the tables is given below. The group headed "Medicines and surgical goods" also includes National Health Service payments to chemists, opticians and hospitals, and the other medical charges. "Medical, dental and nursing fees" covers National Health Service payments to dentists and all private fees.

WEEKLY HOUSEHOLD EXPENDITURE	Medicines and surgical goods	Toiletries, cosmetics, etc.	Optical and photographic goods	Medical, dental and nursing fees	£20 £25	£25 £30	£30 £40	£40 £50	£50 or more	All households
ACCORDING TO HOUSEHOLD INCOME 1966	1	2	3	4	2.22	3.82	1.08	0.71		
					2.16	5.05	1.67	0.75		
					2.41	6.08	3.23	0.79		
					2.96	7.03	2.58	0.36		
					2.99	9.20	4.38	2.28		
					2.07	4.47	1.69	0.98		
COMPARISON OF AVERAGES (ALL HOUSEHOLDS) FOR THREE-YEAR PERIODS										
	1	2	3	4						
Under £6	0.80	0.67	0.07	0.22	1961-63	2.29	3.47	1.23	0.94	
£6 but under £10	1.64	1.29	0.03	0.05	1962-64	2.33	3.71	1.16	1.04	
£10 £15	1.22	2.15	0.33	2.05	1963-65	2.26	3.97	1.29	1.25	
£15 £20	1.56	3.03	0.85	1.46	1964-66	2.17	4.21	1.42	1.19	

TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are augmented before wholesale dealers receive the goods into stock.

LONDON, OCTOBER, 18: A little more business was reported in the CRUDE DRUGS market during the week, although the increase was by no means general. Price changes mainly took the form of reductions and included Cape and Curaçao ALOES, down 5s. per cwt. throughout, and CASCARA by the same amount. Forward rates of Chinese MENTHOL were lower by one shilling per lb. and CARDAMOMS by threepence while STYRAX was marked down by 1s. 3d. per lb. Exceptions to the trend were all PEPPERS, PERU BALSAM (up threepence, c.i.f.) and LYCOPodium by 1s. 6d.

In ESSENTIAL OILS, Chinese ANISE was dearer by one shilling per lb. spot and by threepence, c.i.f. New crop American PEPPERMINT was said to be in good supply this year in respect of the far-west oil, but the mid-west crop had been largely taken up. BOIS DE ROSE fell by another ninepence per lb. Also lower per lb. were PATCHOULI (by one shilling) and American SPEARMINT (by 4s. to 5s.). Far East CITRONELLAS moved up a few pence and white CAMPHOR, in the absence of shipment offers, rose threepence per lb. on the spot.

Among PHARMACEUTICAL CHEMICALS, BENZOCAINE is lower by 2s. 3d. per lb. From October 23 ASCORBIC ACID prices are being reduced by 4s. or 5s. per kilo according to pack. The premium for the coated material and for the SODIUM salt have also been reduced. On the other hand VITAMIN A powder is dearer by 4s. to 5s. kilo.

Pharmaceutical Chemicals

AMINACRINE HYDROCHLORIDE.—£24 per kilo.

ASCORBIC ACID.—(Per kilo) 1-kilo, 28s.; 10-kilo tin, 26s. 25-kilo drum, 25s. Coated is 1s. 6d. per kilo more and SODIUM ASCORBATE, 5s. 6d. kilo more than the acid.

BARIUM SULPHATE.—B.P., 50-kilo lots, 3s. 8d. to 3s. 9½d. as to package; 250-kilos from 3s. 3½d. to 3s. 5d.

BEMEGRIDE.—B.P.C. is 320s. per kilo.

BENZOCAINE.—1-cwt. lots, 10s. 11d. per lb.

BROMIDES.—Crystals (per kilo):—

	Under 50 kilos	50 kilos
POTASSIUM*	s. d. 6 3	s. d. 5 8
SODIUM	6 3	5 8
AMMONIUM	7 2	6 7

* Powder is fourpence per kilo more.

CAFFEINE.—HYDRATE in 50-kilo lots and over, 25s. 3d. per kilo; CITRATE, 20s. 11d.

CARMINE.—1-cwt. lots 180s. per lb.

CHLORPHENESIN.—50-kilo lots are 72s. 6d. per kilo.

EMETINE.—One-kilo lots HYDROCHLORIDE, 11,431s. per kilo.

ERGOMETRINE.—MALEATE, B.P., 147s. per gm. for 5-gm. lots; ERGOTAMINE TARTRATE, 29s. 6d. per gm. for 100-gm. lots.

FORMALDEHYDE.—B.P. solutions, 5-drum lots, 710s. per ton delivered.

GLUCOSE.—MONOHYDRATE, B.P. powder, 71s. 6d. per cwt. delivered in 1-ton lots. ANHYDROUS, £134. LIQUID, 43° Baumé from £58 2½. yd. (5-drum lots).

HEXAMINE.—B.P.C. 1959, 50-kilo lots are 6s. per kilo.

HYOSCYAMINE SULPHATE.—1-kilo lots, 1,181s.

HYPOPHOSPHOROUS ACID.—B.P.C. 1959, 15s. 11d. per kilo; PURE (50 per cent.), 19s. 9d.

SL PRUNELLA.—Balls, 3s. 9d. per lb. in 1-cwt. lots.

SANTONIN.—5-kilo lots, 320s. per kilo.

TALC.—B.P.C. in 1-ton lots is quoted at 1s. 2d. per lb.

THEOPHYLLINE.—50-kilo lots and over: B.P., 32s. 3d. per kilo; HYDRATE, B.P., 31s. 6d. and AMINOPHYLLINE, 31s. 6d. per kilo.

UREA.—Pharmaceutical grade, £59 15s. per ton in 1-cwt. bags non-returnable; technical quality, £41 5s. per ton (4-ton lots).

VITAMIN A.—ACETATE powder 325,000 i.u. per gm. 1 to 100 kilos from 79s. 6d. to 74s. per kilo; 500,000 i.u. per gm, 112s. 6d. to 107s.

Crude Drugs

ALOE.—(Per cwt.). Cape primes, spot, 210s.; shipment, 195s.; c.i.f. and Curacao, 385s. spot; shipment, 370s., c.i.f.

ANISE.—Chinese STAR, 157s. 6d. cwt., c.i.f. ANNATTO.—Madras, f.a.q. seed, spot, 200s. cwt. (170s., c.i.f.).

ASAFOETIDA.—Persian quoted at £19 cwt. BALSAMS.—(per lb.): CANADA: 35s. 6d. spot (33s., c.i.f.). COPAIBA: B.P.C. 11s. (6s. 6d., c.i.f.); PERU: 12s. 6d. (11s. 9d., c.i.f.); TOLU: B.P., 12s. 6d.

BUCHU.—LEAVES, 14s. 9d. lb., nominal.

CAMPOR.—B.P. powder for shipment, 5s. per lb., c.i.f.; spot, 5s. 10d.

CINNAMON.—BARK, Seychelles, 147s. 6d. cwt. (115s., c.i.f.); Ceylon QUILLS, shipment five 0's, 10s. lb.; four 0's, 9s. 7½d., three 0's, 9s. 5½d.; seconds, 6s. 9d.; quillings, 5s. 4d., all c.i.f.

CLOVES.—Zanzibar, spot quoted at 3s. 4d. per lb.; shipment, 2s. 8½d., c.i.f.

GINGER.—(per cwt.). Nigerian split, 145s. peeled, 170s. (155s., c.i.f.); African, 155s. Jamaican No. 3, 250s. (240s., c.i.f.); Cochín, 200s. (180s. c.i.f., new crop).

LYCOPodium.—17s. 6d. lb., nominal.

MADE.—No. 1 broken, for shipment, 11s. 3d. lb., c.i.f.

MENTHOL.—(Per lb.). Chinese, November-December shipment, 28s., c.i.f.; spot, 32s. 6d. in bond. Brazilian for shipment, 26s. 6d., c.i.f.; spot, 27s. in bond.

NUTMEGS.—(Per lb.). West Indian, defectives 4s. (3s. 4½d., c.i.f.); sound unsorted, 5s. 6d. c.i.f.; 80's, 6s. 9d., c.i.f. East Indian b.w.p., 3s. 4½d. duty paid.

PEPPER.—White Sarawak, spot, has risen to 3s. lb. spot, shipment, 2s. 9½d., c.i.f.; Black Malabar, 30s. per cwt., c.i.f. Brazilian black No. 1, 2s. 5d. lb.

PIMENTO.—New allocation, up to November 30, sellers option, 700s. cwt., f.o.b. Jamaica; 740s., c.i.f. delivered weights.

SEEDS.—(Per cwt.) ANISE.—Cyprian, 232s. 6d., c.i.f. CARAWAY.—Dutch, 156s., spot. CORIANDER.—Spot, Moroccan, 115s.; shipment, Moroccan, 97s. 6d.; Rumanian splits, 85s., c.i.f. CUMIN.—Cyprian, 195s.; Iranian, 225s.; shipment, Iranian, 155s., c.i.f. DILL.—Indian, short, 120s., spot; shipment, 98s., c.i.f. FENNEL.—Chinese, 125s.; Indian, 147s. 6d.; shipment, Chinese, 95s., c.i.f. FENUGREEK.—Moroccan, 82s. 6d.; shipment, 67s. 6d., c.i.f.; MUSTARD.—English, short at from 65s. to 95s. according to quality.

TONQUIN BEANS.—Para, 10s. lb. spot, shipment, 8s., c.i.f.

TURMERIC.—Madras finger spot, 150s. per cwt.; afloat, 140s., c.i.f.

VANILLIN.—(Per lb.), 5-cwt. lots, 21s. 6d.; 1-cwt. 21s. 9d.; 56-lb., 22s.; small quantities, 22s. 6d.

WAXES.—(Per cwt.). BEES.—Dar-es-Salaam, 640s., c.i.f. CANDELILLA, spot, 465s.; forward, 460s., nominal. CARNAUBA, fatty grey, spot, 290s. (270s., c.i.f.), prime yellow spot, 430s. (380s., c.i.f.).

Essential and Expressed Oils

ANISE.—Chinese, spot, 13s. 6d. lb.; November-December shipment, 11s. 3d., c.i.f.

BOIS DE ROSE.—Brazilian, spot, 18s. 3d. per lb.; shipment, 17s., c.i.f.

CALAMUS.—Spot from 55s. to 60s. per lb.

CAMPOR, WHITE.—Chinese for shipment, nominal. Spot, 2s. 9d. lb., duty paid.

CELERY.—Indian, 100s. per lb.; English, 200s.

CHENOPODIUM.—From 38s. per lb.

CINNAMON.—English-distilled, 75s. per oz.; other B.P. oils from 22s. to 130s. per lb. Ceylon leaf, 23s.; Seychelles leaf rectified from 9s. 9d., spot.

CITRONELLA.—Ceylon, spot, 4s. 4½d. per lb.; shipment, 4s. 3d., c.i.f.; Formosan, 5s. in bond and 4s. 7½d., c.i.f. nominal; Chinese, 4s. 10½d. in bond; 3s. 11d. (November-December), c.i.f.

COD-LIVER.—B.P., in 45-gall. drums at 12s. per gall, plus 30s. deposit on drums. Veterinary is from 9s. 10d. per gall. 25-ton lots. Delivered terms.

CORIANDER.—From 40s. per lb. spot.

CUBEBS.—Spot supplies of English are 90s. per lb.

CUMIN.—English distilled oil, 125s. per lb. imported, 90s. to 100s.

FENNEL.—Spanish sweet, 16s. per lb., duty paid.

GINGER.—Imported (per lb.): Indian, 165s.; Chinese, 75s.; Jamaican, 132s. 6d.

GRAPEFRUIT.—West Indian small lots on spot at 12s. 9d. per lb. Florida, 15s.

JUNIPER BERRY.—English distilled, 270s. lb.

LIME.—West Indian distilled, 74-76s. per lb. on the spot.

OLIVE.—Spot is from 26s. 6d. to 27s. per gall., in drums, ex wharf.

ORANGE.—Florida sweet, 3s. 6d. per lb.; Spanish from 19s. 6d.

PATCHOULI.—Spot, 24s. to 26s. per lb., duty paid; shipment, 19s. to 21s., c.i.f.

PEPPERMINT.—(Per lb.). *Arvensis*: Chinese November-December shipment, 9s. 1½d., c.i.f., spot, 12s. 6d. Brazilian for shipment, 7s. 10½d., c.i.f.; spot, 8s. American *Piperata* Far-west, 41s. 6d.; mid-west, 56s.

PIMENTO.—BERRY, imported, 110s.; English distilled, 390s.; LEAF, 24s. per lb.

PINE.—*Pumilionis*, 20s. per lb., *sylvestris*, 8s.; *abietis*, 14s.

SPEARMINT.—American oil on the spot, 70s. to 75s. per lb. Chinese, spot, 65s. 6d. per kilo; shipment, 55s., c.i.f.

YLANG YLANG.—Best oil quoted about 35s.

UNITED STATES REPORT

NEW YORK, OCTOBER 16: An active buying interest was reported for BIS-MUTH SALTS, particularly the OXY-CHLORIDE and TRIOXIDE. Brazilian MENTHOL was lifted 15 cents to \$2.60 per lb. Among ESSENTIAL OILS, PATCHOULI was raised 50 cents to \$5 a lb. while CINNAMON LEAF was lowered 25 cents to \$3.

TRADE MARKS

APPLICATIONS ADVERTISED BEFORE REGISTRATION

"Trade Marks Journal," September 27,
No. 4648

- MEL-GAS, 907,630, by Medical Supply Association, Ltd., London, W.1.
For pharmaceutical, veterinary and sanitary substances (5)
TRILERGAN, 906,509, by Crinos Industria Farmacobiologica, S.p.A., Como, Italy.
For pharmaceutical preparations for the treatment of ailments of the respiratory tract (5)
BRONCHOMYCON, 906,780, by Spasocietà Prodotti Antibiotici, S.p.A., Milan, Italy.
For antibiotic preparations (5)
PRINCAPEN, 907,031, by Beecham Research Laboratories, Brentford, Middlesex.
For psychotropic preparations (5)
LEXITAN, 907,185, by Roche Products, Ltd., Welwyn Garden City, Herts.
For pharmaceutical, veterinary and sanitary substances; surgical tissues (5)
DISKERCHIEF, 907,574, by R. W. Easterbrook Pty, Ltd., Camberwell, Victoria, Australia.
For sanitary towels, sanitary tampons; menstruation appliances; and sanitary garments (5)
SIMPLETS, 907,805, by Beecham Toiletory Products, Brentford, Middlesex.
For non-electric razors, razor blades, and razor strops (8) and *for shaving brushes and shaving pots* (21)
BOSS, B900,419-20, BIG BOSS, B900,422-23, by Firma Pharmakon L. & F. Hobiger, Chemische Fabrik, Vienna, Austria.
For dental instruments and apparatus (10)
MASTRICATOR, B884,344, by Roland Weber, Lausanne, Switzerland.
For combs and sponges; brushes etc. (21)
GIPSY MOTH IV, 908,103, by Sir Francis Charles Chichester, London, S.W.1.
For babies' napkins (textile), baby pants (plastic) and bibs for infants (25)
Device with letter B and word BABYTOWN, B887,843, by Babytown, Ltd., Darwen, Lancs.

"Trade Marks Journal," October 4, No. 4649

- For chemical products used in industry, science and photography; and chemical products for use in agriculture, horticulture and forestry* (1)
NUOMIX, B890,783, by Tenneco Chemicals, Inc., New York, U.S.A.
For preparations for the hair (3)
G.A.R.D., B883,376, by Coriolanus, A.G., Binnigen, Switzerland.
For detergents (not for use in industrial or manufacturing processes) in tablet form (3)
CLEN-O-TABS, 888,813, by Reckitt & Sons, Ltd., Hull, Yorks.
For cosmetic face powder in cream form and containing lanolin and oils, sold in compacts (3)
BEAUTY COUNSELOR CREAM VELVET COMPACT, 894,499, by Beauty Counselors of London, Ltd., Newhaven, Sussex.
For non-medicated toilet preparations and cosmetic preparations (3)
AVON AU JOUR D' HUI, B897,391, by Avon Cosmetics, Ltd., Northampton.
For perfumes, non-medicated toilet preparations, cosmetic preparations, dentifrices, depilatory preparations, toilet articles, sachets for use in waving the hair, shampoos, soaps and essential oils (3)
CROWN LIFT, B898,322, by Richard Hudnut, Morris Plains, New Jersey, U.S.A.
R.S.V.P., B906,821, by Beecham Toiletory Division, Brentford, Middlesex.
For soap, perfumes, cosmetics and toilet preparations (non-medicated) (3)
BOSS, B900,418, BIG BOSS, B900,421, by Firma Pharmakon L. & F. Hobiger Chemische Fabrik, Vienna, Austria.
For perfumes, eau de Cologne, cosmetic preparations, dentifrices, non-medicated toilet preparations, toilet articles, soaps and essential oils (3)
FIRST LOVE, B901,204, by The House of Romney, Sandwich, Kent.

For soaps; and saponaceous preparations and substances (3)

- STERASKIN, 902,040, Chas. Pfizer & Co., Inc., Brooklyn, New York, U.S.A.
For soaps and detergents (not for use in industrial or manufacturing processes) (3)
DELMARCO, 902,271, by Delmarco, Ltd., Leigh, Lancs.
For perfumes, non-medicated toilet preparations, cosmetic preparations, dentifrices, depilatory preparations, toilet articles, sachets for use in waving the hair, and essential oils (3)
PLUSH BROWN, B902,393, by Roux International, Ltd., Artane, Dublin, 5, Republic of Ireland.
For soaps, perfumes, non-medicated toilet preparations, cosmetics, hair lotions and dentifrices (3)
STILBEPAN, B903,221, by Dagra, N.V., Diemen-Amsterdam, Holland.
For detergents (not for use in industrial or manufacturing processes); and cleaning, polishing, and scouring preparations (3)
DETOX, B903,535, by Pfizer, Ltd., Sandwich, Kent.
For soaps, hand cleansers and detergents (not for use in industrial or manufacturing processes) (3)
TRIDYL, 903,642, by Borax Consolidated, Ltd., London, S.W.1.
For non-medicated toilet preparations and cosmetics, but not including preparations for the hair (3)
COTY FORMULA E, 904,543, by Coty (England), Ltd., London, W.1.
For soaps, perfumes, non-medicated toilet preparations, essential oils, cosmetics, hair lotions, dentifrices (3)
LIGHTWORKS, B904,670, by Helena Rubinstein, Ltd., London, W.1.
For non-medicated preparations for application to the skin (3)
ROZALEX, 906,287, by Rozalex, Ltd., Winsford, Ches.
For detergents (not for use in industrial or manufacturing processes) (3)
SPULI, 908,334, by Proctor & Gamble, Ltd., Gosforth, Newcastle-on-Tyne.
For non-medicated toilet preparations; cosmetic preparations, soaps, perfumes, dentifrices, preparations for cleaning false teeth, preparations for the hair and toilet articles (3) and *for medicated preparations for the scalp and the skin, medicated bath preparations, liquid eye washes, medicated lotions, medicated washes for human use, medicated paper, medicated pads for the eyes, deodorants, medicated dressing, bandages, breath freshening preparations and medicated oils* (5)
Device, 903,039-40, by Girl Cosmetics, Ltd., Surbiton, Surrey.
For pharmaceutical preparations for the treatment of diarrhoea (5)
TRAVISA, 891,419, by Rexall Drug Co., Loughborough, Leics.
For beta-receptor-blockers being pharmaceutical preparations for the treatment of angina pectoris and cardiovascular diseases (5)
BETALOC, 894,012, by A.B., Astra, Apotekarnes Kemiska Fabriker, Södertälje, Sweden.
For veterinary preparations and substances, all prepared for oral administration (5)
KILAN, 899,178, by Janssen Pharmaceutica, N.V., Beerse, Belgium.
For veterinary preparations and sanitary substances; disinfectants, insecticides and pest destroying preparations; none being for export or sale in Puerto Rico (5)
CANOGARD, 900,643, by Shell International Petroleum Co., Ltd., London, S.E.1.
For pharmaceutical preparations (5)
CDP10, B903,249, by Chelsea Drug & Chemical Co., Ltd., London, S.W.5.
NILSTIM, 906,251, by Trentham Laboratories, Nottingham.
For medicated dusting powders for human use by topical application (5)
STERISORB, B904,281, by Pigot & Smith, Ltd., Wigan, Lancs.
For medicinal and pharmaceutical preparations and substances for human and veterinary use; sanitary substances (5)
MODURET, 904,943, by Merck & Co., Inc., Rahway, New Jersey, U.S.A.

PATENTS

COMPLETE SPECIFICATIONS ACCEPTED From the "Official Journal (Patents)" September 27, 1967

- Purification of polymyxin.* Wellcome Foundation, Ltd. 1,089,765.
Vaccine adjuvants. Wellcome Foundation, Ltd. 1,089,767.
Ornithine derivatives and their use in the preparation of peptides. E. R. Squibb & Sons, Inc. 1,089,771.
Process for the production of steroidal lactone compounds and intermediates thereof. Parke, Davis & Co. 1,089,788.
1, 4 - bis(substituted) - piperazines and process for their production. Warner-Lambert Pharmaceutical Co. 1,089,811.
N-sulphanilyllysine compounds. Parke, Davis & Co. 1,089,814.
Sulphonamide compound of benzothiadiazine series and process for preparing the same. Chugai Seiyaku, K.K. 1,089,823.
7-alkyl-19-nor-steroids. Organon Laboratories, Ltd. 1,089,915-16.
Steroidal-6-spirocyclopropyl-4-en-3-ones. The British Drug Houses, Ltd. 1,089,945.
Antibacterial compositions. Colgate-Palmolive Co. 1,090,021.
Dichlorothiobenzoylhydrazides and their use as herbicides. Shell Internationale Research Maatschappij, N.V. 1,090,146.
Preparation of $\Delta^{4,9(10)}$ -3-keto-steroids. Syntex Corporation. 1,090,242.
Boiling process and apparatus for producing crystals in mother liquors. J. M. Malek. 1,090,273.
Yohimbane derivatives. American Cyanamid Co. 1,090,276.
Glycosides and galactosides. Merck & Co., Inc. 1,090,279.
Phenanthridine derivatives and a process for the manufacture thereof. F. Hoffman-La Roche & Co., A.G. 1,090,304.
Dentifrice compositions. Warner-Lambert Pharmaceutical Co. 1,090,340.
Derivatives of adenosine. C. F. Boehringer & Soehne, G.m.b.H. 1,090,358.
Adenosine-ketals. C. F. Boehringer & Soehne, G.m.b.H. 1,090,359.
Diuretic compositions. Laboratoires Laroche Navarron. 1,090,481.
Herbicide compositions. H. Schwartz. 1,090,497.
Herbicide compositions. Daikin Kogyo, K.K. 1,090,507.
Fungicidal compounds of n-cyanoalkyl haloacetamides and fungicidal compositions. Nippon Soda, K.K. 1,090,608.
British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patents Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2., from November 8, 1967.
- From the "Official Journal (Patents)"
October 4, 1967
- Aminobenzonaphthindolizinediones.* Geigy (U.K.), Ltd. 1,090,633.
Benzonaphthindolizinediones. Geigy (U.K.), Ltd. 1,090,634-35.
Weed killing processes and compositions based on the use of benzonitrile derivatives. Scherico, Ltd. 1,090,639.
Process for the production of η -decatriene-1,4,9. Chemische Werke Huls, A.G. 1,090,645.
Detergent solutions. Wallace, Cameron & Co., Ltd. 1,090,646.
Chemical compositions. Geigy (U.K.), Ltd. 1,090,670.
Production of aminonorbormane derivatives. Shionogi & Co., Ltd. 1,090,686.
Production of 2-halogeno-7-(N-substituted or unsubstituted) aminonorbormanes. Shionogi & Co., Ltd. 1,090,687.
Tertiary alkyl substituted heterocyclic compounds and their use as antioxidants. Geigy (U.K.), Ltd. 1,090,688.
Mitomycin C derivatives. Kyowa Hakko Kogyo Co., Ltd. 1,090,707.
Acryloylphenols. Merck & Co., Inc. 1,090,717.
Alkanophenones derivatives. Merck & Co., Inc. 1,090,718.

COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of week of insertion.

Monday October 23

CHEMICAL SOCIETY, Chemistry department, Keele University, Keele, Staffs, at 5 p.m. Dr. F. L. Rose on "Chemotherapy and the Organic Chemist."

ENFIELD CHEMISTS' ASSOCIATION, Wheatsheaf hotel, Baker Street, Enfield, at 7.45 p.m. Mr. B. J. Thomas (head of professional services department, Allen & Hanburys, Ltd.) on "Drug Addiction and the Pharmacist."

Tuesday October 24

CARDIFF BRANCH, NATIONAL PHARMACEUTICAL UNION, Park hotel, Cardiff, at 8 p.m. Mr. D. H. Maddock (a member of the Pharmaceutical Society's Council) on "Health Centres and the Future of Pharmacies."

NORTH STAFFORDSHIRE BRANCH, PHARMACEUTICAL SOCIETY, Medical institute, Hartshill, Stoke-on-Trent, at 8 p.m. Dr. R. Summerley on "Analysing and Physiology and Percutaneous Absorption of Drugs."

PHARMACEUTICAL GROUP LUNCHEON CLUB, ROYAL SOCIETY OF HEALTH, Quaglin's restaurant, Bury Street, London, S.W.1, at 12.30 p.m. Professor A. H. Beckett (head of Chelsea School of Pharmacy) on "Drugs and the Community."

RESEARCH DEFENCE SOCIETY, Physiology lecture theatre, University College, Gower Street, London, W.C.1, at 5.30 p.m. Professor A. S. Parkes (professor of reproductive physiology, University of Cambridge) on "Animals in Captivity."

UNIVERSITY OF LONDON, Institute of Child Health, Guildford Street, London, W.C.1, at 5.30 p.m. Dr. J. M. Barnes on "Toxic Substances and the Nervous System."

WOKING BRANCH, PHARMACEUTICAL SOCIETY, Medical centre, St. Peter's Hospital, Chertsey, at 8 p.m. Film evening arranged by G. D. Searle & Co., Ltd.

Wednesday October 25

MANCHESTER PHARMACEUTICAL GOLFING SOCIETY, Withington golf club, Palatine Road, Manchester 20. Stableford competition for President's prize, followed by prize distribution.

SCHOOL OF PHARMACY, LEICESTER REGIONAL COLLEGE OF TECHNOLOGY, and LEICESTER and LEICESTERSHIRE BRANCH, PHARMACEUTICAL SOCIETY, Lecture room, Fletcher Building of the College, at 7.30 p.m. Student prizegiving by Dr. R. G. W. Spichett (head of chemical services, Allen & Hanbury's, Ltd.).

SLOUGH BRANCH, PHARMACEUTICAL SOCIETY, Castle hotel, Windsor, at 7.15 p.m. Annual dinner and dance.

SOUTH MIDLAND CHEMISTS' GOLFING SOCIETY, Royal Winchester golf club, Winchester, at 2 p.m. Competition.

SUNDERLAND BRANCH, PHARMACEUTICAL SOCIETY, Roker hotel, Sunderland, at 7.15 p.m. Annual dinner and dance.

UNIVERSITY OF LONDON, Institute of Neurology, National Hospital, Queen Square, London, W.C.1, at 6 p.m. Drs. W. A. Lishman and G. Curzon on "Phenothiazines and Related Substances in Psychiatry and Neurology — Clinical and Biochemical Aspects."

WORCESTER CITY AND COUNTY BRANCH, PHARMACEUTICAL SOCIETY, Raven hotel, Droitwich, at 8 p.m. Annual dinner and dance.

Thursday October 26

BRISTOL BRANCH, PHARMACEUTICAL SOCIETY, Dyrham Lodge, 16 Clifton Park, Bristol 8, at 7.30 p.m. Dr. F. Fairweather (director of toxicology and pathology, John Wyeth & Brother, Ltd.) on "He is well placed that is well satisfied. . . ." — Reflections on the Merchant of Dunlop!"

FINCHLEY BRANCH, PHARMACEUTICAL SOCIETY, Selborne Hall, The Green, London, N.14, at 7.15 p.m. Annual dinner and dance.

NORTHUMBRIAN BRANCH, PHARMACEUTICAL SOCIETY,

Conservative club, Pilgrim Street, Newcastle upon Tyne, at 7.45 p.m. Dr. D. N. S. Kerr on "The Artificial Kidney."

PORTSMOUTH BRANCH, PHARMACEUTICAL SOCIETY, Co-operative E.W.A. club, Kingston Road, Portsmouth, at 8 p.m. "At home" with students of Portsmouth School of Pharmacy, including prizegiving.

SHROPSHIRE AND MONTGOMERYSHIRE BRANCH, PHARMACEUTICAL SOCIETY, Lord Hill hotel, Shrewsbury, at 7.30 p.m. Annual dinner and dance.

THAMES VALLEY PHARMACEUTICAL ASSOCIATION, Winthrop House, Surbiton, at 7.30 p.m. Captain I. E. Edwards on "All God's Creatures."

WESTERN PHARMACISTS' ASSOCIATION, Westbourne hotel, Spring Street, London, W.2, at 8.15 p.m. Informal supper. Tickets (price £1 10s. each) are obtainable from Mr. S. J. Turner, 809 Harrow Road, London, N.W.10.

Friday October 27

HOUNSLOW BRANCH, PHARMACEUTICAL SOCIETY, Osterley hotel, Great West Road, Isleworth, at 8 p.m. Buffet dance.

Saturday October 28

NEWCASTLE REGIONAL HOSPITAL BOARD, Physics auditorium, University of Newcastle upon Tyne, at 10 a.m. Conference on prescribing, distribution and administration of drugs in hospital.

Sunday October 29

HUDDERSFIELD BRANCH, PHARMACEUTICAL SOCIETY, from 11 a.m. Wine tasting at the home of the Branch chairman (Mr. S. Crowther), 26 Broadgate Crescent, Almondsbury, Huddersfield.

Advance Information

BELGIAN SOCIETY OF PHARMACEUTICAL SCIENCES, Brussels, September 16-18, 1968. International Symposium on Chromatography and Electrophoresis. Details from the secretary, 11 rue Archimède, Brussels, 4, Belgium.

AMERICAN SOCIETY OF HOSPITAL PHARMACISTS, Marriott Twin Bridges, Motor hotel, Washington, D.C., U.S.A., December 3-6. Annual clinical midyear meeting.

NATIONAL CHAMBER OF TRADE, Paignton, Devon, October 7-10. Autumn conference.

SCOTTISH HOSPITAL PHARMACISTS' CONFERENCE, Dunblane Hydro hotel, Dunblane, March 1-3, 1968. Speakers are Dr. J. H. F. Brotherton (chief medical officer, Scottish Home and Health Department); Sir Derrick Dunlop (chairman, Committee on Safety of Drugs) on "The Safety of Drugs" and Professor A. H. Beckett (head of the department of pharmacy, Chelsea College of Science and Technology) on "The Function of the Hospital Pharmacist of the Future." Discussion at a symposium on "Antiseptics and Disinfectants" will be led by Mr. G. Sykes (head of microbiology department, Boots, Ltd.). Dr. A. M. Gordon (consultant bacteriologist, Belvidere Hospital, Glasgow) and Mr. J. A. Myers (chief pharmacist, Edinburgh Royal Infirmary).

WILLS

MR. T. ASHWORTH, M.P.S., 179 Bedford Street, Liverpool, 7, left £33,251 (£29,816 net).

MR. J. P. HINDLEY, M.P.S., Bryn Mawr, Bontuchel, Ruthin, Denbighshire, left £33,722 (£33,655 net).

MR. J. D. MAIR, 26 Blairtum Drive, Rutherglen, Glasgow, who qualified as a chemist and druggist in 1927, left estate in England and Scotland valued at £40,981.

MR. C. D. TURNER, M.P.S., Moorlands House, Hathersage, Sheffield, left £5,722 (£5,597 net).

Animal cell cultures. Wellcome Foundation, Ltd., and Animal Virus Research Institute. 1,090,758.

Preparation of 2,3-dibromopropanol. Chemische Fabrik Kalk, G.m.b.H. 1,090,767.

Method of producing β -imino- α -arylhydrazono-butryonitriles or β -amino- α -arylazo-crotononitriles. Isischemie, K. G. 1,090,769.

Purification of ethylene. British celanese, Ltd. 1,090,776.

Substituted alkane sulphonic acids and derivatives thereof. D. Arlt. 1,090,779.

Manufacture of chlorinated hydrocarbons. Imperial Chemical Industries, Ltd. 1,090,783.

Process for preparing 3 β ,5 β ,14 β -trihydroxy-20(22)-cardenolide (periplogenin). Ayerst, McKenna & Harrison, Ltd. 1,090,786.

Substituted quinolizines. Warner-Lambert Pharmaceutical Co. 1,090,791-92.

Preparation of a mixture of lactams and polyamides. Imperial Chemical Industries, Ltd. 1,090,803.

Detergent compositions. Procter & Gamble Co. 1,090,809.

Process for the separation and purification of tetracycline antibiotics. Rumania, Ministry of Petroleum & Chemical Industry. 1,090,811.

Antimicrobially active penicillins and cephalosporins. Astra, A.B. 1,090,812.

Pesticidal preparations and compounds for use therein. CIBA, Ltd. 1,090,813.

Adducts of hexahalo-cyclopentadiene with alkanediens. Hooker Chemical Corporation. 1,090,814.

British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patents Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2, from November 15, 1967.

CONTEMPORARY THEMES

Subjects of contributions in current medical and technical publications.

PHARMACIST'S RESPONSIBILITIES in offering self-medication products. *J. Amer. pharm. Ass.*, October 10, p. 520.

PHENYLBUTAZONE. A fatal syndrome in a dog following administration of. *Vet. Rec.*, October 14, p. 398.

FLUIDISATION. *Nature*, October 14, p. 124.

SOME new behaviour-disrupting amphetamines and their significance. *Nature*, October 14, p. 128.

TETRACYCLINE. Determination of growth inhibitory concentrations of, for bone in organ culture. *Nature*, October 14, p. 176.

MEASLES VACCINATION [Symposium of four papers]. *Roy. Soc. Hlth. J.*, September-October, pp. 255-266.

DEBATING the blood. *New Scientist*, October 12, p. 81.

LIVE attenuated mumps virus vaccine. *J. Amer. med. Ass.*, September 25, p. 995.

METPROBAMATE overdosage. *J. Amer. med. Ass.*, September 25, p. 999.

POTASSIUM IODIDE. Pustular psoriasis induced by. *J. Amer. med. Ass.*, September 25, p. 1009.

SAXITOXIN AND TETRODOTOXIN: Comparison of nerve blocking mechanism. *Science*, September 22, p. 1441.

THE HISTORY of the poppy and of opium and their expansion in antiquity in the eastern Mediterranean area. *Bull. Narcot.*, July-September, p. 17.

LSD ANALYSIS in seizures. *Bull. Narcot.*, July-September, p. 39.

PENICILLINASE. Origin and function of. A problem in biochemical evolution. *Brit. med. J.*, October 14, p. 71.

METHYLDOPA. Haemolysis and agranulocytosis complicating treatment with. *Brit. med. J.*, October 14, p. 94.

LITHIUM CARBONATE. The distribution of electrolytes and water in patients after taking. *Lancet*, October 14, p. 805.

TOTAL-DOSE IRON-DEXTRAN INFUSIONS in general surgery. *Lancet*, October 14, p. 807.

INTENSIVE intravenous potassium replacement therapy. *Lancet*, October 14, p. 809.

PSYCHOTROPIC DRUGS. Early evaluation of, in man. *Lancet*, October 14, p. 819.

Prescribers' Press

What doctors are reading about developments in drugs and treatments

THE recent *British Medical Journal* leading article suggesting that paracetamol should replace aspirin in medicine cupboards (see *C. & D.*, October 7, p. 346) is criticised in letters to the *Journal*. DR. T. C. DANN (University College of Swansea) says that, considering the quantities in which aspirin is taken, it must be considered one of the safest drugs. "If paracetamol were taken in equal quantities would we not start worrying about the blood dyscrasias it produced, or some other side effect?" The writer adds that paracetamol is inferior to aspirin in being a weaker analgesic and not having its satisfying sedative effect in children. Workers at the poisoning treatment centre, Edinburgh Royal Infirmary, are concerned that if paracetamol became as readily available as aspirin is at present, a greatly increased incidence of overdosage would be inevitable — "experience of paracetamol poisoning is very limited" and no adequate therapy is available (*B.M.J.* October 14, p. 107).

NEW COMPANIES

P.C.=Private Company. R.O.=Registered Office.

HYDRON, LTD. (P.C.). — Capital £100. To undertake tests, researches, development and improvements in all kinds of gases, drugs, chemicals, antibiotics, etc. Solicitors: Herbert Oppenheimer & Co., 20 Copthall Avenue, London, E.C.2.

NOMA COSMETICS, LTD. (P.C.). — Capital £100. Subscribers: Muriel Goldstein and Brian Goldstein, 25 The Glade, Ilford, Essex.

PARACH, LTD. (P.C.). — Capital £100. To carry on the business of chemists and druggists, etc. Subscribers: Leonard H. Lewis and Francis A. Dean, R.O. 6 Surrey Street, London, W.C.2.

STALONDA, LTD. (P.C.). — Capital £100. Other details similar to Parach, Ltd.

TRENT LABORATORIES, LTD. (P.C.). — Capital £100. To carry on the business of manufacturers of and dealers in chemicals, pharmaceutical products, toilet preparations, etc. Directors: Kenneth D. Williamson, (deputy managing director, Boots Pure Drug Co., Ltd.), Harold T. Milnes and Derek N. Edmundson, R.O.: 1 Thane Road West, Nottingham.

PRINT AND PUBLICITY

THE Christmas campaign by British Oxygen Co., Ltd., Hammersmith House, London, W.6, for their Sparklets syphon is being confined to television. More than 180 spots, spread over every channel, will run from October 29 to December 23. Trade stocking has been encouraged by a display prize scheme running into the autumn and extra effort has been devoted to point-of-sale display stands and other merchandising material.

PRESS ADVERTISING

CHESEBROUGH-POND'S, LTD., Victoria Road, London, N.W.10: Angel Face London Lip Look lipsticks. In *Vogue*, *Rave*, *Living*, *Honey*, *Vanity Fair*, *Jackie*, *Petticoat* and *Woman's Own*.

DISPLAY MATERIAL

GLAXO LABORATORIES, LTD., Greenford, Middlesex: Floor sales unit, counter display unit, window display cards and flag cards to promote Complan (new-design pack).

PUBLICATIONS

Booklets and Leaflets

THERMO PLASTICS, LTD., Luton Road, Dunstable, Beds: "C.547 Interlocking storage tray" (leaflet).



"NEW LOOK" DISPLAY: This pre-packed display unit holds six of each shade of the new Angel Face London Lip Look colours by Chesebrough-Pond's, Ltd., Victoria Road, London, N.W.10.



counter "dispenser" unit made to hold sachets of Polyherb and the other is a carton "crownner." Both are obtainable from Lambert Chemical Co., Chestnut Avenue, Eastleigh, Hants.



AUTUMN DISPLAY PIECES: New for autumn the full-colour counter display "dispenser pack" for Polyhairset illustrated (left) holds twelve vials of the product. The Polyherb shampoo units (right) show illustrations of the herbs used in the product. One is a

COMMERCIAL TELEVISION

The information given in the table is of number of appearances and total screen time in seconds. Thus 7/105 means that the advertiser's announcement will, during the week covered, be screened seven times and for a total of 105 seconds.

Period—October 29–November 4

PRODUCT	London	Midland	North	Scotland	Wales & West	South	North-east	Anglia	Ulster	Westward	Border	Grampian	Eireann	Channel Is.
Anadin ...	2/60	1/30	1/30	—	—	1/07	—	3/90	1/30	—	1/30	1/30	—	—
Askit powders...	—	—	—	7/81	—	—	—	—	—	—	4/44	3/45	—	—
Bisodol...	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Disprin...	1/15	1/15	1/30	—	—	1/15	2/45	—	—	—	—	—	—	2/45
Farley's rusks...	7/95	3/44	—	7/118	—	4/28	—	—	5/58	5/81	—	—	6/88	—
Horlicks ...	4/120	4/120	6/180	3/110	4/130	4/120	1/30	3/90	4/120	2/60	3/90	4/140	2/14	4/120
Imperial Leather soap	—	—	—	—	—	—	—	1/15	—	—	—	—	—	—
Nulon ...	—	1/30	1/30	—	—	2/60	1/30	3/90	2/60	2/60	2/60	—	—	1/30
Remington Selectric 300	3/135	3/135	3/135	3/135	3/135	3/135	3/135	3/135	3/135	3/135	3/135	3/135	—	3/135
Sparklets syphons	4/120	4/120	3/90	3/90	3/90	2/60	3/90	3/90	3/90	4/120	3/90	3/90	—	3/90
Steradent ...	1/30	1/30	2/60	—	—	2/60	2/60	1/30	—	2/60	—	—	—	1/30
Sweetex ...	—	—	—	—	—	1/15	—	—	—	—	—	—	—	—
Topsy baby cream	—	—	2/30	4/60	—	—	—	—	—	—	—	—	—	—
Wright's coal tar soap	1/15	1/15	1/15	1/15	1/15	1/15	1/15	1/15	—	1/15	1/15	1/15	—	—



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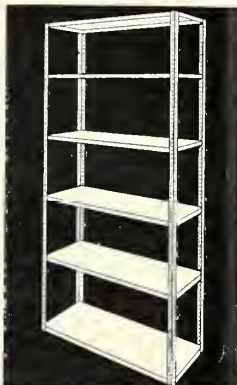
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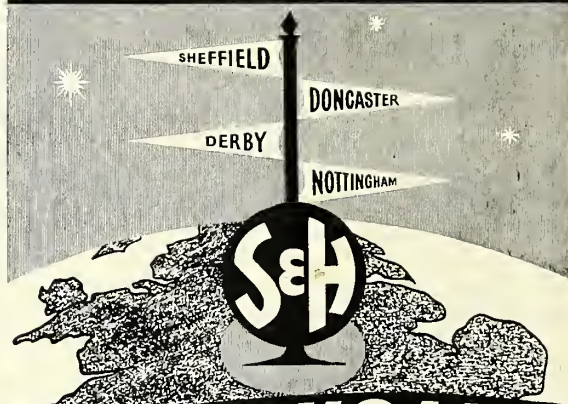
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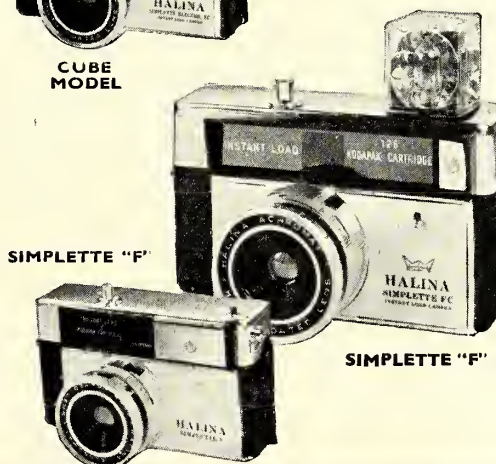
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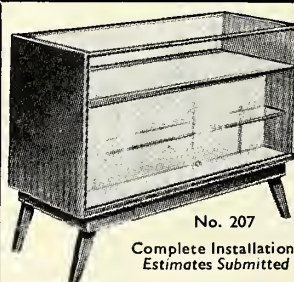
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The Chemist's Dictionary of Medical Terms

Eighth edition 1967

of cell-life and is excreted in the bile. It is very plentiful in nerve-fibres.
Cholesterinuria; Cholesteroluria.—Presence of cholesterin in the urine.
Cholesterol.—Cholesterins.
Cholesterosis.—Cholesterol in excess in the gall-bladder.
Choletherapy.—Treatment by ox bile.
Cholinergic.—Activated or transmitted by choline.
Cholochrome.—Bile pigment.
Choloplasia.—The presence of bile salts in the blood or tissues.
Cholorrhœa.—Excessive secretion of bile; bilious diarrhœa.
Choluria.—Biliuria.
Chondralgia.—Pain in the cartilage.
Chondralloplasia; Chondrodysplasia.—Cartilage found in abnormal places in the skeleton.
Chondrectomy.—Excision of cartilage.
Chondrification.—Conversion into cartilage.
Chondritis.—Inflammation of cartilage.
Chondrocostal.—Pertaining to costal cartilages.
Chondrocranium.—A cartilaginous skull.
Chondrocyte.—A cartilage cell.
Chondrodynia.—Pain in or around a cartilage.
Chondrodystrophy.—Disturbance in the normal process of ossification

Chondroporosis.—A porous condition of cartilage.
Chondrosis.—Formation of cartilage.
Chorda.—A cord or tendon.
Chorditis.—Inflammation of a cord (spermatic, vocal, etc.).
Chordopexy.—Fixing a displaced anatomical cord.
Chordotomy.—See CORDOTOMY.
Chorea.—St. Vitus's dance; irregular and involuntary movement of the muscles, chiefly in the young.
Choreal; Chorioid.—Pertaining to the chorion. See also CHOROID.
Choreiform; Choreo-athetoid.—Resembling chorea.
Chorioiditis.—Inflammation of the vascular coat (choroid) of the eye.
Chorioidocyclitis.—Inflammation of the choroid and ciliary body of the eye.
Chorioma.—A tumour of the eye.
Choriomeningitis.—A cerebral meningitis with cellular infiltration of the meninges.
Chorion.—(1) The fetal membrane or after-birth. (2) The corium (q.v.).
Chorionitis.—Inflammation of the skin (corium).
Choroid.—The middle coat of the eyeball; chorioid.
Choroideremia.—Absence of the choroid coat of the eye.
Choroiditis.—Inflammation of the choroid.
Chromæsthesia.—The association of

taste, smell, etc., with colour.
Chromaffin cells.—Cells staining deeply with chromium salts.
Chromaffinopathy.—A condition affecting the chromaffin cells or tissue.
Chromatic.—Relating to colour.
Chromatin.—The stainable portion of the cell nucleus.
Chromatodermatosis.—A skin disease with pigmentation.
Chromatodysopia.—Colour-blindness.
Chromatogenous.—Causing pigmentation.
Chromatolysis.—Destruction of the chromatin.
Chromatometer.—A scale for the determination of colour.
Chondroplasia.—Involuntary movement of the muscles, chiefly in the young.
Chondrogenesis.—Formation of cartilage.
Chondroid.—Like cartilage (gristle).
Chondroitin Acid.—An acid found in cartilage.
Chondrology.—Science relating to cartilage.
Chondroma.—Cartilaginous tumour of the bones.
Chondromalacia.—Softening of a cartilage.
Chondropathy.—Disease of a cartilage.
Chondrophyte.—A cartilaginous growth.
Chondroplasty.—Plastic surgery of

Though substantially the same as the previous (seventh) edition, the eighth, now published, has had a number of new terms added and some definitions revised in the light of medical developments. More than ever the Dictionary, prepared primarily for pharmacists, is invaluable, indispensable even, to them and to all others who are engaged in the manufacture, sale or use of medicinal products.

This is not a book that will just sit on the shelf but, as previous users will know, it is in constant daily use in the average pharmacy. It is essentially a practical book, leaving to the medical reference books those words and terms that are not in current use, omitting abbreviations and ignoring words and meanings that are not definitely associated with medicine. This book was published on September 8 under the new imprint of MORGAN-GRAMPIAN BOOKS, LTD. Complete the order form now!

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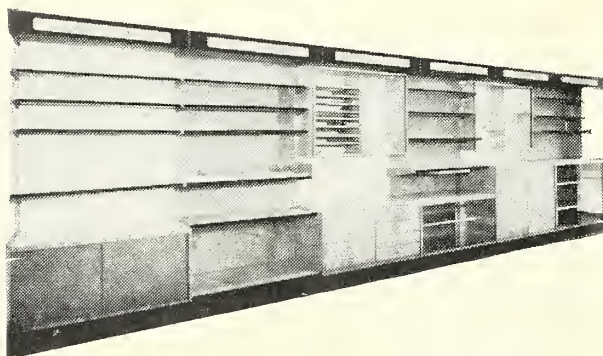
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breaks, they find themselves short. And then it's too late.

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With 30 sec. and 45 sec. TV commercials for the Shavers and Escort and Rio hairdryers this autumn.

So to make sure all this isn't wasted on you, stock up early.

Because you can't sell what you haven't got.



Our biggest ever TV Campaign: Shavers, Escort and Rio.

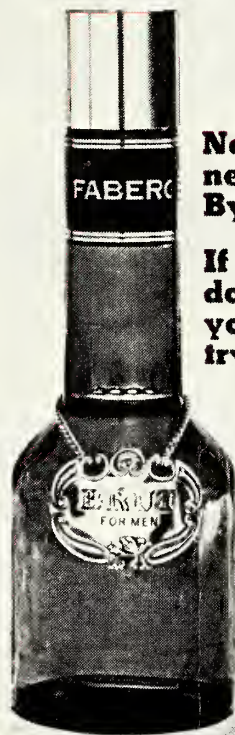
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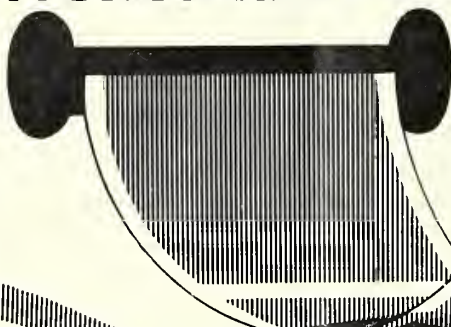
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required in Group Pharmacy of Category V Hospital. Salary £1,151-£1,435 per annum in London Weighting £75 per annum. Pleasant modern comprehensive pharmacy. Apply to Group Pharmacist.

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Full details of the post may be obtained from the Group Pharmacist, Kent and Canterbury Hospital, Canterbury (Canterbury 66041).

Accommodation available for female candidate (single).

Applications to Group Secretary, Central Office, Nunnery Fields Hospital, Canterbury.

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ST. HELENA GROUP H.M.C., 14 Pope's Lane, Colchester, Essex

Pharmacy Technician I

required based at Essex County Hospital, Colchester. Duties consist principally of the preparation of medicines and dispensing of prescriptions for out-patients and in-patients at hospitals in Colchester and surrounding area. Work will generally be carried out under supervision of a Pharmacist, but successful applicant may be required to work at times without direct supervision away from the main Pharmacy. Qualification required is Certificate of the Society of Apothecaries, the Dispensing Certificate of the R.A.M.C. or the R.A.F., or other equivalent qualification. Salary on the scale £530 to £769 depending on age and experience. Further details from the Group Pharmacist at Essex County Hospital, and application forms from Group Secretary, St. Helena Group H.M.C., 14 Pope's Lane, Colchester, Essex.

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Senior Pharmacist

required at the above Hospital. Salary according to Whitley Council Scale, i.e. £1,076-£1,340 per annum. Interesting post including dispensing for other hospitals in the Group. Application forms from Group Secretary, St. Helena Group Hospital Management Committee, 14 Pope's Lane, Colchester, Essex.

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Kingswood, Bristol.

Pharmacist — Chief II

required immediately for this acute general hospital (82 beds). Salary scale £1,305-£1,652 per annum. Applications naming two professional referees to Hospital Secretary.

EAST LONDON GROUP HOSPITAL MANAGEMENT COMMITTEE

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Applications are invited for the post of chief pharmacist grade II, at the above acute general hospital (128 beds). Commencing salary £1,305 p.a., rising by annual increments to maximum of £1,652 p.a., plus £75 London Weighting. Applications stating age, qualifications, experience and the names of two referees to be sent to the Group Secretary, East London H.M.C., Mile End Hospital, Bancroft Road, E.1.

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Du Cane Road, London, W.12.

Senior Pharmacist

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Possibility of furnished accommodation in nearby residency.

Salary scale £1,151-£1,434, plus London Allowance £75 and Higher Qualification allowance (where applicable) £25.

Applications stating age, experience and naming two referees to Chief Pharmacist. C 822

ST. MARGARET'S HOSPITAL, Epping, Essex.

Pharmacy Technician

required. Whitley Council Scale. Apply giving details of experience together with the names of two referees to Hospital Secretary.

SPRINGFIELD HOSPITAL Beechcroft Road, London, S.W.17

Locum Senior Pharmacist

required for Psychiatric Hospital (1,700 patients). 4 weeks in first instance. £24 9s. 6d. per week. Applications, with names and addresses of two referees, to the Group Secretary immediately.

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Applications stating age, experience (if any), and naming two referees, to Chief Pharmacist. C 823

NEW BARKING HOSPITAL Upney Lane, Barking, Essex

Senior Pharmacist

required for new department. Barking Hospital is adjacent to Upney District Line Station and within 45 minutes of the West End of London and the East Coast. Salary Scale £1,076-£1,340 p.a. plus London Weighting. Accommodation may be made available if required.

Applications together with the names of two referees to the Group Secretary, King George Hospital, Eastern Avenue, Newbury Park, Ilford, Essex. C 779

NEW BARKING HOSPITAL Upney Lane, Barking, Essex

Basic Grade Pharmacist

required for this New Hospital adjacent to Upney District Line Station and within 45 minutes of the West End of London and the East Coast. Salary Scale £988-£1,242 p.a. plus London Weighting.

Applications together with the names of two referees to the Group Secretary, King George Hospital, Eastern Avenue, Newbury Park, Ilford, Essex. C 778

NORTH MIDDLESEX HOSPITAL

Edmonton, N.13

Pharmacy Technician

required for modern and well-equipped Pharmacy Department. Student will be considered. Applications stating age, experience and giving the names of two referees to the Secretary.

ST. ALBANS CITY HOSPITAL St. Albans, Herts.

Senior Pharmacist

(£1,076-£1,340) required at this Category III hospital. Good and varied experience for young Pharmacist. New ward block recently opened. Applications naming two referees to Chief Pharmacist. C 810

THAMES GROUP OF HOSPITALS EAST HAM MEMORIAL HOSPITAL

Shrewsbury Road, Forest Gate, E.7

Senior Pharmacist

required. Apply to Hospital Secretary.

APPOINTMENTS OVERSEAS



PHARMACIST required for NIGERIA

J. L. Morison Son & Jones Ltd. need a young and energetic PHARMACIST. He will work as a member of a team developing the sales of internationally known products throughout Nigeria. Short tours of duty, adequate home leave, excellent pension scheme, car and accommodation provided. Write giving details of age and experience to:

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AGENCIES

CONTINENTAL COSMETIC AGENCY

Applications are invited by Companies with facilities for the manufacture and distribution of a well-known range of Continental cosmetics. Enquiries in confidence to Box C 1021

SITUATIONS VACANT WHOLESALE

M&B Medical Copywriter

Are you an experienced writer of ethical medical copy?

May & Baker Ltd are looking for a copywriter with sound experience in this field to lead a team of writers in producing authoritative, informative copy for direct mail publicity and press advertisements. An attractive salary will be paid to the right man, who preferably should have had some medical or paramedical training.

Staff Pension Fund and Life Assurance Scheme in operation.

Apply in writing to the

**PERSONNEL OFFICER,
DAGENHAM, ESSEX.**

quoting reference No. 11/67/CD.

Appointments — continued

SHREWSBURY GROUP HOSPITAL MANAGEMENT COMMITTEE SHELTON PSYCHIATRIC HOSPITAL, Shrewsbury.

Chief Pharmacist

Applications are invited from suitably qualified persons for the post of Chief Pharmacist. Unfurnished house available at moderate rental.

Salary on the scale £1,232 rising by increments to £1,558.

The conditions of service in accordance with the Pharmaceutical Council of the Whitley Council.

Applications, accompanied by the names and addresses of three referees, should be addressed to the Medical Superintendent, Shelton Hospital, Shrewsbury.

SITUATIONS VACANT RETAIL

Pharmacy Department

Two keen, energetic managers required with first class references for vacancies at Torquay and Dartmouth. Accommodation available. Superannuation, etc. Apply:—

Superintendent Chemist,
Plymouth Co-operative Society Ltd.,
Pharmacy Office,
Vauxhall Street,
PLYMOUTH,
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BLACKPOOL CO-OPERATIVE CHEMISTS LTD. Invite applications for position of Branch Manager. Excellent conditions in modern shop with good supporting staff. Salary based on scale plus generous dispensing bonus with scope for increase. Three weeks holiday and superannuation scheme with transfer clause. Every encouragement given to person recently qualified. All interview expenses paid. Applications to Superintendent Chemist, Victory Road, Blackpool.

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UNQUALIFIED male seeks post in retail or wholesale, 30 years in retail, 10 years in wholesale in executive post, extensive knowledge photography. Capable staff control, pleasing personality, interview. Berks, Oxon, Glos, Wilts. Box C 1019.

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AGENTS

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MANUFACTURER of proprietary pharmaceutical products requires agents with excellent Retail Chemist connections. Details of present territory covered and products handled together with a brief résumé of past activities should be submitted to Box C 1020.

SITUATIONS VACANT—REPRESENTATIVES

MEDICAL REPRESENTATIVE

Pharmaceutical Specialities (May & Baker) Ltd invite applications from young pharmacists or other appropriately qualified men to join their staff of Representatives engaged in the promotion of their ethical products to medical and allied professions.

Discussion of the Company's products mainly evolved from original research offers interesting and varied work.

Principally due to re-organisation and retirements, vacancies now exist in East Lancashire and West Yorkshire, Oxford and Buckinghamshire, North Essex and part Hertfordshire, North Middlesex and part Hertfordshire. The Company is planning a

comprehensive Training Programme to commence in January, 1968.

The position of Medical Representative carries with it attractive remuneration; Pension Scheme; use of Company car and reimbursement of expenses.

If you are interested in joining a Company which provides maximum professional support to individual initiative, and which is looking for men of calibre to develop in the years ahead, we shall be pleased to hear from you: please address your application to the Personnel Officer quoting reference No. 135/67/CD.

MAY & BAKER LTD

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Inter-Alia Pharmaceutical Services,
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EXCEPTIONAL OPPORTUNITY

for a completely experienced man to take charge of a large staff in an East Midlands Wholesale Chemist Warehouse.

Full knowledge of all ethical proprietaries, patents and sundries. Top rates and superannuation.

Box C 1023

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OXFORD, in established shopping parade on Council Housing Estate between Headington and Cowley. Good, modern lock-up shop with storage space, cloakroom and garage. Housing Accommodation may be available. Suitable for Pharmacy or drug store. To be let on lease for any trade not already represented on the parade. For full particulars, Form of Offer and to view apply City Estates Surveyor, City Chambers, Queen Street, Oxford (Tel. 49811).

I AM

34 years old, forward looking and Managing Director of Wholesale Manufacturing Chemist Companies.

We are going through a phase of vigorous development.

I NEED

practical assistance from lively, positive individuals who can contribute, and react to the challenge of the future and who are motivated by the desire for successful achievement.

ARE YOU

capable of filling either of these positions? and will you move house if necessary?

PRACTICAL PHARMACIST able to accept the responsibility of the daily guidance of the affairs of the manufacturing company. A minimum of 5-7 years experience in a production capacity with a larger pharmaceutical manufacturing company (NOT exclusively tablet making), probable age 28-35.

Positive and constructive thinker able to control successfully all levels of staff, a practical man able to dismantle and reassemble equipment if necessary and one man who understands *secundum artem*. A progressive position for the right man.

YOUNG MAN or WOMAN with an **ACCOUNTING** or **STATISTICAL** background (a pharmacist would be a double advantage) able to collect, analyse and present business data in order that management decisions may be soundly based. Office administration with a wholesaler (not necessarily wholesale chemist) might be useful experience. A constructively analytical mind is as essential as an ability to give a coherent and logical explanation of the facts.

Good Salaries according to age and experience. Apply in writing with brief curriculum vitae and full details of present employment in strict confidence to Managing Director, Box C 1015.

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for a new National Distribution and Merchandising Service to the Pharmaceutical Industry. This organisation acts on behalf of a number of independent pharmaceutical wholesalers with a total annual turnover of £30 million. This is a new and challenging appointment with excellent prospects and is located in London. Preferred age 30-35.

The Marketing Executive will be responsible to the Board for all negotiations with manufacturers for agency agreements, marketing campaigns, public relations, sales training and generally advising all member companies of the organisation on sales and marketing techniques.

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Please write briefly in first instance, quoting Reference No. 3018 to:—

**ASHLEY ASSOCIATES LIMITED**

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RETAINED TO ADVISE ON THIS APPOINTMENT

The strictest confidence will be observed and no details of candidates will be passed to clients without candidates' permission

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Tick **YES** to the following questions and you may be one of the 9 new medical representatives we require for a training course in December, 1967:

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